

# AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture

Circulating Throughout United States, Canada and Abroad  
Featuring Commercial Horticulture in all its Phases of  
Nursery Stock, Orchard, Landscape Planting, Distribution  
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**AMERICAN FRUITS PUB. CO., INC.—25 Years in the Horticultural Field—ROCHESTER, N. Y.**



# American Nurseryman

THE NATIONAL JOURNAL OF  
COMMERCIAL HORTICULTURE

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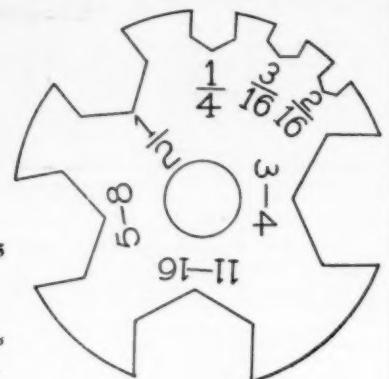
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## Comment On Current Topics

### WHAT PHILADELPHIA HAS IN STORE

Our readers who are planning to attend the forty-second annual convention of the American Association of Nurserymen will be interested in a summary of some of the outstanding features of Philadelphia, a visit to which will be of special interest aside from the convention attraction. This information was obtained for the *American Nurseryman* at first hand by Earl M. Wilson, manager of the Philadelphia office of the advertising department of the Curtis Publishing Company, publishers of the *Ladies' Home Journal*, the *Saturday Evening Post* and the *Country Gentleman*. This fact is of special significance because Mr. Wilson is known to a number of members of the American Association. He is the son-in-law of William P. Stark of the William P. Stark Nurseries, Neosho and Stark City, Mo., and for some time managed the Chicago office of the Curtis Company. One of the features of the Philadelphia convention trip will be a visit to Mr. Wilson and the extensive and highly interesting plant of the Curtis Company.

Nurserymen will enjoy seeing at first hand the features outlined on another page and will be especially interested not only in Fairmount Park and Hunting Park and beautiful landscape effects throughout the city, but also the little miracle which will result from the completion of the Parkway. "When this highway only a little more than a mile in length is completed," says Mr. E. J. Cattell, statistician of the City of Philadelphia, to whom we are indirectly indebted for our information, "it will bring a park, nearly 3500 acres in extent, right into the heart of the City of Philadelphia, the park driveway ending at the Broad Street Station of the Pennsylvania railroad, the great City Hall, the largest retail store (Wanamaker's) and the real banking center of Philadelphia.

"I cannot recall," continues Mr. Cattell, "in my various wanderings, any other city that can present such a feature. The Champs-Elysees in a way approaches this, but the park which it connects with the heart of Paris is not as large; neither does the connecting link reach as close to the real heart of Paris.

"This wonderful highway, or piece of park-

ing, will prove one of the show places of the world, with its four million dollar Art Gallery at one end, and its twenty million dollar City Hall at the other, a four million dollar Library and a three million dollar Convention Hall midway, and a wonderful monument to the soldiers and sailors. These buildings will undoubtedly be supplemented with others of a public or semi-public character, until the one mile of roadway will probably be enclosed by one hundred million dollars worth of important buildings."

A striking fact is that Philadelphia has more trees in its streets than has the City of Washington. Of course Philadelphia has a greater mileage of streets, but the average observer would suppose that the national capital excelled in the number of its street trees. Philadelphia would have had a much larger number of street trees but for the fact that at one time the idea prevailed in scientific circles that trees spread contagion. Under the influence of this doctrine thousands of trees were sacrificed. Other trees were lost, during the long life of the city, through the theory that trees assisted in the spread of conflagration.

It is said that in Bartram's Gardens in Philadelphia one will find a larger range of varieties than in any other garden in America. Linnaeus termed Bartram the greatest natural botanist in the world. These gardens and the interesting collection of tender plants in Horticultural Hall, Fairmont Park, are points of special interest to nurserymen.

\* \* \*

One of the greatest needs of the nursery trade is a compilation of statistics on the stock in the country, the current season's stock, that which is coming on a year later, the amount just planted and the seedling imports. With this information a price might be intelligently fixed; it cannot well be done upon the basis of a local condition only.

\* \* \*

In its appeal to its readers for co-operation in the movement for increasing the food supply, the Wisconsin Horticulturist in its April issue carries this flag:

WAKE UP!

Desert the army of General Apathy and enroll under General Food Supply.

In the opinion of some of the leading nurserymen publicity for the nursery trade on a general scale can only be endorsed and approved by the American Association and the real financing will have to be done by individuals—the men with the vision to see and the will to do.

It has been suggested that a fund of not less than \$25,000 be provided each year for a period of five years; the fund to be placed in the hands of a committee of not more than three centrally located men, with no further instructions than to spend it to advance the interests of the nursery trade in legitimate publicity.

That is a big order. Some are opposed to publicity, some fear that their ten-dollar contributions might bring somebody else an order. Some want books and some want lectures.

A prominent nurseryman said recently to the editor of the *American Nurseryman*:

"If we try to get agreement on all the details, we'll never get anywhere. Some will say it's too big a gamble, but the same men will plant a hundred thousand apple stocks and gamble on whether they will get 20c or 2c or nothing for them. Maybe I am too much of a gambler, but I know there's a place for every tree and shrub we grow; and I'd like to see what is burned every spring conserved into a publicity fund; I think it would pay. We have dozens of examples; we nurserymen are never pioneers; we are always stragglers. If, as Hanson says, there is already too much publicity, why does the Pullman Car Company buy full page space in the *Saturday Evening Post*? Folks travel at night; they want to sleep; there is no competition to worry the Pullman people; their cars are usually full; try to buy a lower after noon for any night train out of Rochester—or anywhere else—and see what you will get. No; I may be wrong, but I don't think so. We will see this thing, you and I, as we will see lots of other things in the nursery business; it may not come this year nor next year; but it will come. What direction it will take, I don't know."

When nurserymen generally become businessmen we shall come nearer than we now are to realization of the vision.

# Fifty Years Of American Horticulture

An Autobiography

By Parker Earle

**IN PRECEDING ISSUES**

January--Preface  
Beginnings of Horticulture  
February--My own beginning  
April--Early Strawberry Plantings in Southern Illinois

## CHAPTER V TOMATOES IN MISSISSIPPI

One of the things which orchard men and gardeners found profitable in our southern Illinois country—and in many other sections—was the growing of tomatoes,—early tomatoes, started in hotels, tied to stakes in the field, pruned, and the fruit very carefully handled and packed. The profit was more or less dependent on the care of the grower and his skill in finding a good market. But in the early years that culture never extended much south of Cairo. Below that latitude some tomatoes had been grown and shipped, but they were clumsily handled and rarely proved profitable, hence were not largely planted.

One day in the summer of 1885 I was in Chicago and saw some exceedingly handsome tomatoes in boxes. I learned that they were from Crystal Springs, Mississippi. They were the clearest-skinned, finest colored, most stylish-looking tomatoes I had ever seen. All I could learn about them was that only a few had been received in Chicago, that the grower hadn't many of them, and that tomatoes from the South almost always came in bad order. I got a package of them and took it to the store of my friend Thomas. We talked about them a good deal. I told him I thought that the soil and climate that could produce that box of tomatoes could produce more, and that it seemed to me a good thing might be done in growing and packing them on a large scale and shipping them in refrigerator cars to Chicago and the eastern markets. Thomas said he wished I would go down to Crystal Springs, look over the ground, get acquainted with the people, and see if there was any practicable plan by which we could get some of the farmers to join us in growing a quantity of them. In a short time I went down and stayed two weeks. The people were easily interested in almost any scheme which would break the monotony of the universal cotton culture.

At length a plan was formulated. They would grow the tomatoes according to the best method, gather them at such a stage of ripeness as we should wish, picking them with great care, and deliver to us at a packing house to be built by us at the railroad station—we to pay a specified price for each ten day period from the 10th of June to the middle of July. Each man signed a specific contract for a certain number of acres. We took contracts for two hundred acres and agreed with a certain man of unusual ability to join us as partner in growing fifty acres. Most of the contracts were for one to five acres.

The people did their work well. Nearly all had good crops. We built a packing house a hundred feet long, and secured packages to our notion from a factory in the town. We used five pound baskets in a four-basket, flat crate—the very best package ever used for tomatoes. How we were to get our packing done was quite a question. We solved it in this way. A very bright and very popular young man of the town thought that he could enlist the white girls of that nice community to do the work. It was a most unusual thing—to ask the finest young ladies of a Mississippi town to come to a packing shed and work ten hours a

day—not just a day or two for a "lark," but to agree to do it for a month. But our man managed it with much diplomacy. He got about fifty girls to agree to do the work, and we took down a few of our Illinois girls—trained packers—to show them how, and to "set the pace."

The people of that country were greatly interested in this novel experiment; they came to see it in operation—to see their girls at work for pay. Every day we had visitors. Scores of the most prominent men in the state came—the Governor, members of Congress, judges of the supreme court of Mississippi—they came and watched the new departure, looked the matter over,—and saw the beginning of a considerable industrial revolution.

The whole scheme worked out smoothly and very successfully. We shipped nearly a hundred cars of very nicely graded and carefully packed tomatoes. We sent them to the best markets of the United States, all the way from Denver and St. Paul to New York and Boston. They sold for good prices—sometimes for very high prices, one car of eight hundred twenty-pound cases selling in Boston for two thousand dollars. It was a unique and satisfactory undertaking.

The next year we tried to repeat the performance, but we failed. The people were very shrewd. They had learned a lesson in horticulture. They organized a growing and shipping association of their own—and followed our plans. Nearly all the growers went into this. Mr. Thomas and I grew our own fifty acres again and got a few farmers to grow for us, but it was far short of the rather brilliant dash in industry that we made the year before.

The new association grew a rather large acreage, succeeded, and made money. The idea of tomato growing and of association in handling and marketing spread rapidly throughout that part of the country. At about every station on the Illinois Central in south Mississippi and north Louisiana were tomato associations. Within three years large trains of tomatoes were moving northward every day in the season. They were widely distributed, everywhere from the Rocky Mountains to the Atlantic. It was the first large supply of early tomatoes the people of the North had ever had. It lengthened the season for the use of this important vegetable, for half of the American people, by as much as six weeks, and probably doubled the total consumption. The same men began to grow all the other vegetables, and strawberries, and peaches. It was a great change in the agricultural economy of that part of the South. And it has lasted to this day. Of course all of this vast tonnage of food supplies was carried in refrigerator cars. It would have been quite impossible to ship it without them.

It was not in Mississippi and Louisiana alone, but along all of the great north and south railroad lines of the country, both east and west of the Mississippi River, that this new idea in agriculture was taken up. Perhaps the greatest development has been in Florida. The summer crops begin in winter there, and their season is very long. There are three great crops in that state,—oranges, strawberries, and tomatoes, and shipping of one or another lasts nearly the year through. Each is great in itself, and, with all of them, Florida has become one of the most important horticultural states.

# The Round Table—In Common Council

## Special Reports on Trade Conditions

### Fruit Stock Demand Light

**Editor American Nurseryman:**

We have had all the business this spring that we could possibly handle, especially with the labor conditions now existing. As a rule, the demand for ornamentals, roses, etc., has been more brisk than for fruit trees, the demand for which, especially in the smaller grades, has been dull. It seems very fortunate that the stock coming on next year in the line of fruits and small fruits is a very small one; otherwise, we might have a repetition of the past year's low prices. But the very great shortage in these lines will probably result in better prices all along the line for next season.

As to suggestions for aiding the government in the present crisis, the nurserymen are in a position, even more than the average farmer, to grow food stuff on the spare land which is cleared from nursery stock during the past year. We are used to intensive cultivation, and we ought to be able to raise potatoes, beans, onions, and other food products which would all help in the general food shortage.

W. & T. SMITH CO.

Geneva, N. Y.

### Improved California Conditions

**Editor American Nurseryman:**

The past season's business, which is now coming to a close has been very satisfactory in many respects. The demand for fruit trees has been very good and prices have been from twenty to forty per cent. better than last year and year before. There also was a better co-operation among nurserymen and price-cutting has occurred only in a very few instances. The demand for ornamental stock has also been very good and a great deal of landscape planting has been done in almost every part of the State.

The prospects for next season's trade at this time seem to be very good, as the prices now being paid for dried fruits are considerably higher than they have been for some two or three years and we have every reason to believe that the demand for fruit trees, also all lines of nursery stock will be fully as good, if not better, during the season 1917-1918 than during the season just closed.

FANCHER CREEK NURSERIES,  
Fresno, California      Geo. C. Roeding.

### Unusual Trade; Prices Low

**Editor American Nurseryman:**

I am inclined to think that the nursery men through this section have had about the usual run of trade, although I do not think they have found prices as satisfactory as they should have been, taking into account the cost of labor and materials that go in to make up the trade.

There is still some shortage in this section in some varieties of apple, but the prospect ahead is not for a surplus in this line.

We would not care at this time to make any suggestions as to the business for the coming year, as we think there are too many unusual things which are likely to have a bearing upon the nursery business and it seems to us that the future can only tell what the business is likely to be this year.

SHERMAN NURSERY CO.  
Charles City, Iowa      E. M. Sherman.

### Railroad Facilities Poor

**Editor American Nurseryman:**

We are having a pretty fair trade and the retail trade is better than a year ago, and the wholesale trade is good in practically all kinds of ornamentals.

The commercial orchard planting seems to be dead, and there is no call for fruit trees, etc. but are having all and more trade than we can handle, with the few high-priced laborers we are able to secure.

We are not prophets to try to say anything about conditions and prospects for next year's business. Unless transportation facilities can be improved so that stock can be delivered to customers after it is shipped, there will not be any use of nurserymen trying to do much business outside of a local trade that comes to the nursery after stock. It seems practically impossible to get stock through either by express or freight in any decent time.

So far as we can judge now, our stock went through the winter in good condition, and should have our usual amount of stock for next season's business. We are not anticipating any shortage in fruit trees the way the demand is, and do not believe there will be any increased demand for planting fruit trees as long as farmers can get the present prices for ordinary farm crops.

THE STORRS & HARRISON CO.  
Painesville, O.

### Pear and Apple Seedlings Scarce

**Editor American Nurseryman:**

We are cleaned up closely on our stocks—Apple and Pear seedlings. Practically no surplus in this country.

The plant this season is probably less than half last season's plant. Pear stocks will be very scarce. Price of Apple Seedlings will be considerable higher than last season and supply quite limited.

F. W. WATSON & CO.  
Topeka, Kan.

### Better Prices Next Season

**Editor American Nurseryman:**

Trade has been very good with us this spring. Prices have been a little better and trade has been quite brisk and orders are still coming in. I look for less stock to come on the market next season, and better prices.

Nurserymen can materially help the government if they will enlist themselves and get as many others to do the same as possible. I think this is the secret of success.

SHENANDOAH NURSERIES,  
Shenandoah, Ia.      D. S. Lake, Prop.

### Nursery Trade on the Coast

The California Commission of Horticulture reports nursery activities as follows:

Madera county planted 84,492 trees during February, exclusive of several hundred thousand cuttings, the major portion being Peaches, Apricots and Figs; Yolo county 72,030 trees, with Almonds in the lead, a large increase in all fruits; San Luis Obispo county with 65,050 trees also showed Almonds holding first place—total increase here more than 30 per cent.; Kings reports an excess of 109,000 trees and plants. Apricots ranking first, Prunes and Peaches following in the order mentioned; and in Yuba

county, 385,316 trees, vines and plants were received for planting, Prunes leading other trees.

Secretary Kruckeberg of the California Nurserymen's Association reports the most successful season in several years, practically a depression having marked the trade in that section during the last two or three years. Prices have advanced 30 per cent in deciduous fruit tree sales. Collections are not yet what is desired, but there has been marked improvement.

### Clean-up on Fruit Stock

**Editor American Nurseryman:**

Our spring business is practically the same in volume as last spring. Practically all fruits are sold. Of course, we did not expect to clean up on ornamentals, as they are carried over from year to year.

Just what the business for fall is going to be we are unable to say. Some of our representatives in the field are a little slow in getting started.

J. VAN LINDLEY NURSERY CO.  
Pomona, N. C.

### Never So Many Orders As Now

**Editor American Nurseryman:**

The season is very backward here in New England; but trade is brisk. We never had so many orders booked at this time of the year as we have now. It looks now as though stock would be pretty closely sold up this Spring, unless something unforeseen takes place.

THE BAY STATE NURSERIES.

By Windsor H. Wyman, Prop.  
N. Abington, Mass.

### A Sad Commentary

**Editor American Nurseryman:**

Imagine if you can, a dairyman crating a fine blooded calf for shipment in a crate only three-fourths large enough, and twisting its head around to one side to get this portion of the calf inside of the crate, and then four to five dairy hands get upon the calf's back, crowding it down into the crate, breaking one or more of its legs in order to get the cover down upon the crate. Would a dairyman however ignorant do this? Would the buyer accept the calf packed in this manner and pay for it?

We have just received a shipment of 3 C. L. W. Birch 6 to 7 ft. and 6 Euonymous alatus which we ordered boxed so as to arrive in good condition, packed into a box 12x12 inches by 6 feet. The birch tops for about 2 to 3 feet, were twisted backwards and one of the trees has the top broken square off about three feet below the tip. Several of the Euonymous alatus are badly broken in the forks of the branches, practically ruining them.

Can nurserymen do good packing at present prices? With over 20 years experience in buying stocks from nurserymen at wholesale prices, we find it much wiser in the long run, never to make any complaints, just order enough stocks at the prevailing low prices, so that if any arrive damaged or too poor in quality, they can be consigned to the fire-pile and no complaint entered to the consignor, or to buy elsewhere next time.

The writer got out of the nursery business for the reasons we would not furnish poor stocks and we always did first class packing and found it very unprofitable. A business reputation of the highest integrity is a valuable asset in most lines of industry, but it seems not in the nursery business.

F. N.

## Mount Arbor Nurseries

E. S. WELCH, Pres.

**SHENANDOAH, IOWA**

### OUR SPECIALTY

A large and complete line of high quality Nursery Stock for the wholesale trade

### CARLOTS OF

APPLE, CHERRY, PEACH

GREEN ASH (*Fraxinus Lanceolata*) ELM American White, MAPLE SILVER, SYCAMORE AMERICAN SHRUBS in assortment.

Send for trade list and bulletins. Let us quote your wants.

## Seedlings and Stocks

We sell them, and good ones. We represent DELAUNAY, Angers. Some don't know yet what that means in quality and grading and packing, but they are coming. This season our business increased five hundred per cent over that of last year; we shipped seedlings and stocks into 26 States. We will deliver more next season.

You can't dig more than you plant; your trees can't be better than you stocks; if you plant culs, you'll dig culs. A Wise Old Nurseryman said once "The best seedlings you can find aren't good enough." He meant it pays to plant the best. We don't claim Delaunay's are better than anybody else's; we haven't seen them all. Folks in 26 States like 'em, though.

Price-list for 1917-1918 will be ready next month and we want to talk French Stocks with you, assuming that you, too, want to lay your money out where it will buy you something out of the ordinary in quality and grade and packing; and we want to talk importing expenses with you, too.

## John Watson & Company

Newark, Wayne County, New York

May First

## Speaking of Princeton

Answering the Country's Call, this village of 5000 people is sending A Thousand Men (spell it with a Capital) to the front. A Hundred Men in the National Guard have joined the Colors; a Hundred more have been for months on the firing-line over yonder, Nine Hundred University Men are drilling for service under Old Glory. Going some, isn't it, for a village of 5,000?

And in the way of preparedness in keeping the business of the country going, a matter of as vital importance as carrying a musket, we are going to offer you nurserymen next season about the prettiest lot of Ornamental Stock you ever laid eyes on—grown especially for you, too, for you who send out Agents and Catalogues, for we have neither; we are just Growers. And we don't want you to take our word for it, we want you to come and see it—any time. The stock covers 125 acres now, with as many more to plant later, and the assortment is already as extended as that offered by any American nursery. Ask any nurseryman who has visited our place or bought our stock what he thinks of it—and you will get a pleasant surprise, as the photographer says.

We are always glad to have letters or visits from Nurserymen who know and appreciate good stock properly grown.

## PRINCETON NURSERIES

**PRINCETON,**

**NEW JERSEY**

### YOUR CUSTOMER DEMANDS

The very Highest Grade of goods and service that really serves. Think of Potted Evergreens 5-7 inches high, \$4.00 per hundred and up. Ready for the field right now, and stand both heat, cold and drought. Two year old Phlox at \$5.00 per hundred, the finest varieties; Peonies; Irises; Polish, Amoor River and California Privets. All kinds of Perennials and our Fruit Trees that do away with "kicks".

Our prices will help you to more business and more dollars.

## The Farmers Nursery Co.

Troy, Ohio

Get Your Copy In Early For

## Nursery Trade Bulletin

(OUT ON MAY 15th)

IF YOU OVERLOOKED ADVERTISEMENT FOR THE CURRENT NUMBER OF "AMERICAN NURSERYMAN" YOU CAN STILL REACH THE TRADE THROUGH THE "BULLETIN", IN THE FORTH-COMING SPECIAL ISSUE. LAST CALL FOR THE MAY FIFTEENTH ANNOUNCEMENTS.

Forms close May 12

AMERICAN FRUITS PUBLISHING COMPANY

39 State Street, Rochester, N. Y.

**Forty-second Annual Convention**

**AMERICAN ASSOCIATION OF NURSERYMEN**

Hotel Adelphia, Philadelphia, Pa., June 27-29, 1917

**RATES:** One in room with Bath, per day \$3.00  
Two in room with Bath, per day \$5.00

Reservations should be made in advance

**For Membership Badge Book and Credentials**

Address the Secretary, Curtis Nye Smith

19 Congress Street, Boston, Mass.

**Interesting Facts Concerning Philadelphia**

Philadelphia is the greatest home city and industrial center in the world. This claim is based upon the fact, first, that there are today over 366,000 separate dwellings within the city limits, 200,000 of which are occupied by men having the right to be classed as skilled labor, seventy-five per cent. of such occupiers owning the home in which they live and thus having a direct interest, through the payment of taxes, in the government of the city. Second, Philadelphia's army of skilled labor, 300,000 strong, is distributed over three hundred lines of manufacture comprising over 17,000 separate producing organizations, ranging from the small group of workers whose great skill adds a thousand per cent. to the value of raw material used, up to the great industrial establishments employing as high as 21,000 men, where the value added by skilled labor to raw material represents a smaller percentage of increase.

Philadelphia is a city of homes, not only because she possesses more than 366,000 separate dwellings (a greater number of dwellings than exist today in three of the important western states) but because these homes are nearly all of modern construction, with facilities for comfortable living according to modern standards. Every one of these homes is within walking distance of one of Philadelphia's eighty parks and squares, such parks and squares having a total area of over 5,000. Nine hundred churches, distributed over all parts of Philadelphia's 129½ square miles of area, care for the religious needs of these homes, while over 400 schools provide educational facilities for nearly 300,000 children of school age resident therein. Eighteen hundred (1800) miles of water pipe deliver to 356,000 homes each day an average of 200 gallons of filtered water for every man, woman and child living in the city at a per capita cost of less than one cent per day; while 1300 miles of sewers assist in keeping these homes healthful places of occupation.

Philadelphia is a city of pleasure. Each year the municipality provides over fifty million opportunities for pleasure free to its population of 1,725,000, or an average of 30 for each resident during each year. This work of pleasure-giving is carried on by the Municipal Bands, three in number, giving concerts in all sections of the city; by the maintenance of a speedway in the park, on which 7,000 races take place each year under municipal auspices; of a 200-mile automobile race in Fairmount Park, where half a million people have been given a day of amusement and pleasure; by twenty-five (25) regattas on the public course in Fairmount Park; by the free use of the great tennis courts and baseball fields maintained at public expense; by means of the seventy-five play-grounds open during the summer season, and by means of the 25 public bath houses operated at public expense and patronized each season by over 5,000,000 people.

Philadelphia streets are the best lighted of any city in the world. Each night the city is lighted by 15,637 electric lights, 2,000

candle power each; 24,768 gas lights, 22 candle power each; 20,095 gasoline lights, 60 candle power each; a total of 60,500 lights, giving 33,024,596 candle power of illumination. This lighting is equivalent to one light maintained at city expense for at least every 148 feet of Philadelphia's 1,700 miles of streets, and 81 candle power of light for every one of Philadelphia's 405,000 buildings.

Philadelphia, although the "Mother City of the Republic," with a life record of helpful activity covering more than 2½ centuries, is today growing more rapidly than any other city in the world. Between the foundation of the city, in 1683, and the Centennial Exhibition in 1876—a period of 193 years—the city accumulated 175,000 buildings. In the 40 years, from 1876 to 1916, the city has added 229,000 buildings; in other words, 53,000 more buildings have been erected in the past 40 years than were erected in the previous 193 years.

Philadelphia, although 233 years old, and home of 1,725,000 people, has today the lowest death rate in its history, this death rate being as low as any city in the United States. By the aid of her splendid sewerage system, 1300 miles in length, and her splendid system of filtered water delivery, utilizing 1,800 miles of pipe, Philadelphia has within the past nine years reduced the deaths from typhoid from 1,063 a year to 109 in 1915.

Philadelphia's paved and graded streets are nearly 1,700 miles in length, and the city possesses a higher percentage of paving classified by the world standards as first-class, than any other city in America.

Philadelphia's army of skilled labor, 300,000 strong, is nearly four times the size of the United States Army. If standing in line holding hands, they would form a living chain 312 miles long. Philadelphia has 300,000 school children now receiving education in the public parochial and private schools. This army of young Americans holding hands, could make a living chain 255 miles long. If Philadelphia's army of skilled labor and its army of school children were united in a living chain, that chain would reach a distance of 570 miles.

Philadelphia is the greatest manufacturing center in the United States when measured by the average number of wage-earners and the average capital to each establishment; for there are more establishments in Philadelphia with 500 employees and over than in any other city in the world.

Philadelphia stands alone among American cities in maintaining a Permanent Relief Committee with the special duty of relieving suffering from disaster in any part of the world. This committee, with power of immediate action, has for thirty-three years responded to calls for assistance from all over the world. Committee records show the despatch of shiploads of food to starving people of Russia, to the earthquake victims of Italy, to sufferers from disaster at Galveston, Charleston, San Francisco and other American cities.

Philadelphia has 2,800 societies devoted to the alleviation of suffering or investigation of civic problems. This circumstance testifies that she has maintained the traditions of the founder, William Penn, who offered Philadelphia as Asylum for the Oppressed, Persecuted and Down-Trodden of the Whole World, preaching religious and civil liberty, and practicing what he preached.

Philadelphia is a city which believes in thrift; one saving fund in Philadelphia has 286,000 separate saving accounts, 95 per cent. of the depositors being wage earners. Their total deposits exceed \$130,000,000.

Philadelphia is a city where the line between capital and labor is not sharply drawn. Sixty per cent. of labor savings deposited in savings funds are invested in securities of railways serving the City of Philadelphia, so that the interests of capital and labor in this great line of activity and industry are practically identical.

Philadelphia has the largest and most successful arbitration board connected with a great manufacturing trade to be found in any city in the United States. This arbitration board has kept peace in the trade for 25 years.

Philadelphia's record shows less crimes of violence in proportion to population and area than any other city in America. With 405,000 buildings exposed to robbery 365 nights in the year, affording over 146,000,000 opportunities for crime, reported robberies during the past year were only 7,523, and yet, Philadelphia's 405,000 buildings were thus protected by a body of police which at night never exceeds 1,200 in number and during the day fall as low as 700. In certain districts an officer is able to protect 1,800 homes; in another district, a mounted patrolman has a beat six miles in length.

Philadelphia has the finest high pressure fire protection system in the world, a system of water mains, 50 miles in length, with ability to concentrate at a given point. This concentrated power is equivalent to eleven ordinary fire engines delivering 10,000 gallons of water a minute, with power to throw a two-inch stream 230 feet vertical. It is served by its own private telephone line; the main pumping station is located within 100 feet of a great river, with an inexhaustible supply of water.

(For additional information see June issue of the *American Nurseryman*).

**Orders More: Average**

**Receipts Smaller**

Editor *American Nurseryman*:

The season here has been some backward. The sales have been fair. The demand with us has been more largely for ornamental stock than fruits. If the weather continues favorable we look for an average spring business. While we have received more orders than last spring up to this time, they run smaller in amount as to dollars and cents.

PHOENIX NURSERY CO.  
Bloomington, Ill.

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## GROWN IN AMERICA Means a Lot These Days



AMERICAN YEW

A beautiful, low spreading, bushy tree, with small pale green leaves, which are less numerous than in the English Yew, and turn to a pretty reddish tint in winter. Makes a mound of foliage two feet high and four feet wide, the tips in the branches arching gracefully downward. It is of spreading or creeping habit and suitable for rock or natural plantings. Like all the Yews, in the early Autumn it is decorated with bright red, translucent berry like fruit. Very nice habit and absolutely hardy.

Transplants  
6-12 in.  
12-18 in.

Specimen  
1-1½ ft. B&B  
1½-2 ft. B&B

Hill's Evergreens are supplied by us to many of the leading Nurserymen, Florists and Dealers throughout the country, where the highest standards are maintained, and where none but the highest quality would be accepted.

This Company is in the unique position of being able to supply all the leading varieties of Evergreens in almost any size wanted—small, medium and large, from little seedlings by the millions to large sturdy specimens for immediate results. Even the new rare sorts are stocked in wholesale quantities.

Take for instance *Taxus Canadensis* (American Yew) illustrated herewith, which are exceedingly difficult to propagate, and are hard to find in the average nursery, because they are hard to grow. We aim to keep a good stock of this valuable sort right along.

**We invite the trade to draw on us for their requirements in Evergreens --- send your want lists and inquiries, as we feel sure we can save you money and give complete satisfaction. Below is a partial list of the leading Evergreens in good demand.**

*Abies Balsamea* (Balsam Fir)  
*Abies Tsuga Canadensis* (Hemlock)  
*Abies Concolor* (Concolor Fir)  
*Abies Douglassi* (Douglas Fir)  
*Juniperus Canadensis* (Dwarf Juniper)  
*Juniperus Canadensis Aurea* (Golden  
...Dwarf Juniper)  
*Juniperus Counarti* (Counarti Juniper)  
*Juniperus Elegans Lee* (Lee's Golden  
Juniper)  
*Juniperus Glauca* (Silver Cedar)  
*Juniperus Hibernica* (Irish Juniper)  
*Juniperus Kosteri* (Dwarf Spreading  
Juniper)  
*Juniperus Pfitzeriana* (Pfitzer's  
Juniper)  
*Juniperus Procumbens* (Jap. Trailing  
Juniper)  
*Juniperus Sabina* (Savin Juniper)  
*Juniperus Sabina Prostrata* (Creeping  
Juniper)  
*Juniperus Sabina Tamariscifolia* (Gray  
Carpet Juniper)  
*Juniperus Schotti* (Schotti's Juniper)  
*Juniperus Scopulorum* (Rocky Mt. Sil-  
ver Cedar)

*Juniperus Suceca* (Swedish Juniper)  
*Juniperus Virginiana* (Red Cedar)  
*Juniperus Waukegan* (Waukegan Trail-  
ing Juniper)  
*Larix Europaea* (European Larch)  
*Picea Alba* (Am. White Spruce)  
*Picea Canadensis* (Black Hill Spruce)  
*Picea Englemanni* (Engleman Spruce)  
*Picea Excelsa* (Norway Spruce)  
*Picea Excelsa Inverta* (Weeping N.  
Spruce)  
*Picea Pungen Glauca* (Colorado Blue  
Spruce)  
*Picea Pungen Kosteriana* (Koster's  
Blue Spruce)  
*Pinus Austriaca* (Austrian Pine)  
*Pinus Banksiana* (Jack Pine)  
*Pinus Cembra* (Swiss Stone Pine)  
*Pinus Flexilis* (Limber Pine)  
*Pinus Mugho* (Dwarf Mugho Pine)  
*Pinus Ponderosa* (Bull Pine)  
*Pinus Resinosa* (Red or Norway Pine)  
*Pinus Strobus* (White Pine)  
*Pinus Sylvesteris* (Scotch Pine)  
*Pinus Tanyosho Globosa* (Table Pine)  
*Taxus Baccata* (English Yew)

*Taxus Canadensis* (Am. Yew)  
*Taxus Cupidata* (Japanese Yew)  
*Taxus Cupidata Brevifolia* (Dwarf Jap.  
Yew)  
*Taxus Repandens* (Spreading Yew)  
*Thuya Biota Orientalis* (Chinese Arb.  
Vitae)  
*Thuya Douglassi Pyramidalis* (Douglas  
Pyr.)  
*Thuya Douglassi Aurea* (Douglas Golden)  
*Thuya Occidentalis* (Am. Arbor Vitae)  
*Thuya Rosenthali* (Rosenthal's Arb.  
Vitae)  
*Thuya Warreana Siberica* (Siberian  
Arb. Vitae)  
*Thuya Woodwardi* (Woodward's Globe  
Arbor Vitae)  
*Thuya Lutea* (Peabody Golden Arbor  
Vitae)  
*Thuya Ellwangeriana* (Tom Thumb Ar-  
bor Vite)  
*Thuya Hoveyi* (Hovey's Golden Arbor  
Vitae)  
*Thuya Compacta* (Compact Arbor Vitae)  
*Thuya* (Little Gem)

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# AMERICAN NURSERYMAN

## THE NATIONAL JOURNAL OF COMMERCIAL HORTICULTURE

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**ROCHESTER, N. Y. MAY 1917**

### MUST FIRST BECOME BUSINESS MEN

There are indications on all sides that if genuine progress is to be made in the nursery trade, nurserymen who have not already done so must first become business men. While there are in the trade men who have espoused and practice modern business methods—and have succeeded accordingly—there are many whose ideas of conducting a nursery business and whose attitude toward trade organization and associated interests are but little if any different from those which characterized the majority of nurserymen forty years ago.

Is it a matter of wonder, then, that when the business acumen in the trade concentrates upon plans which are clearly for the interest of the trade collectively, and therefore directly for the interest of the individual in the trade, there follows the greatest difficulty in procuring any perceptible measure of co-operation?

Such conditions certainly do not conduce toward encouraging the business men to continue their efforts. When honest, hearty effort toward improvement of trade conditions is volunteered by able minds, what excuse is there for active working committees reporting at annual conventions of the national association that they have been able to enlist the co-operation of only a percentage of the membership directly interested?

A nurseryman who declines to read a journal representing his trade and whose knowledge of what is going on in the business to which he is devoting his life work is confined to what he may gather at one or two of the four or five sessions of a convention once in three or four years happening to be held within gunshot of his home, cannot be expected to know much of modern nursery business practice.

Jackson & Perkins Company, Newark, N. Y., has purchased a two-ton motor truck for use in handling the shipping and in getting laborers about from one nursery to another.

### A NURSERY TRADE DIAGNOSIS

The criticism is made that the American nurserymen fall short of what the American planter and the American home owner demand in the way of nursery stock.

The point is made that a business survey of the nursery industry may show "that nurserymen's lists in the aggregate are a heterogeneous mixture of very many varieties that are always uniformly poor; that very many varieties highly ornamental are absent from nurserymen's lists; that this conglomerate mixture of good and poor varieties acts as a blanket trust of low prices and repressed market; that all Americans know apples of uniformly poor quality and mighty few American varieties of apples of uniformly good quality; that all Americans know ornamental stocks as a mixture of good and poor varieties and very few Americans know the varieties of ornamental stocks that are always of uniformly good quality."

This suggested arraignment is based upon an observation by one who was in the nursery business at one time and has been out of it long enough to believe that he sees conditions which those in the trade may not realize.

If the presentation of this arraignment should result in discussion even, it may prove to have opened a door to changed conditions for the better. It is in this light that it is presented. Though it should be disproved, it can have done no harm.

The brief in the case continues: "That the great bulk of nursery stocks have to be sold through personal solicitation would seem to be evidence that nursery stocks as placed before the American home owners do not measure up to what such home owners demand; that the subscription lists of horticultural journals fall far below the hundred thousand mark would seem as evidence that such journals do not measure up in an educational way to the demands of discriminating American owners; that nurserymen's catalogues and horticultural journals praise and price those varieties always uniformly poor equally with those varieties always uniformly good. That nursery stocks are always sold in an unassorted mixture of varieties always uniformly good and varieties always uniformly poor; that the American home owner finds it so difficult to discriminate between those varieties uniformly good and those varieties uniformly poor, he buys very sparingly or not at all; that modern merchandising methods should be applied to the sale of nursery stocks; that we have an abundance of varieties both fruit and ornamental which are always uniformly good and that it is not necessary to propagate and sell varieties that are always uniformly poor; that there is boundless opportunity to sell varieties that are always uniformly good; that there is a restricted sale of varieties that are always uniformly poor."

It is not positively asserted that these are facts; the outline is that of a series of

trade questions raised for the purpose of getting at the facts.

Some things, however, may be stated as facts. The North American continent was botanically surveyed in the interest of science many, many years ago; but no thorough survey in search of varieties valuable to the commercial nurseryman has yet been made.

We have no Nurserymen's Institutes corresponding to our Farmers' Institutes. The average nurseryman needs not only to be a business man but he needs education in his own field. There was a time when it was considered a rank personal offense for the groceryman and the home owner to tell the farmer and his wife that their butter was permeated with offensive odors and taste. Yet that same farmer and his wife became pleased to have a paid Institute worker tell them that their butter "smelled" and how to correct bad conditions!

There is space enough now occupied with orchards and ornamental plantings, the owners of which are ready to grub out and replant with varieties always uniformly good, to keep all the nurserymen in this country busy for some time growing the stocks of uniformly good varieties to replace such plantings and at much higher prices than nurserymen are now getting at retail. The unplanted grounds whose owners are longing for uniformly good varieties to plant such grounds aggregate such a vast amount of space that the present output of nurseries, if they were growing only uniformly good varieties, could not begin to supply the demand.

Yet the American nurserymen have long been convinced that the industry needs only iron-clad price agreements and new varieties.

To close the safety-valve of the industry, low wholesale prices to large buyers, private and public, would be almost a death-blow to the industry.

Uniformly good varieties will be the certain death-blow to low-wholesale prices to any one for some time to come.

What have those in the nursery trade to say of this general proposition?

On April 10 and by the authority of Secretary David F. Houston of the United States Department of Agriculture, The National Agricultural Organization Society called by telegraph a patriotic meeting of farm journal editors and publishers in St. Louis for April 10. The purpose of this meeting was to confer on the situation confronting agriculture as a result of the war, and to mobilize the publicity resources of the farm press to aid the department in disseminating information. Secretary Houston presided, and the farm paper men engaged in an informal discussion. The circulation strength of the gathering was computed at over eleven million, the majority of the large papers east of the Rocky mountains being represented. The meeting was very effective in its inspirational effect both upon the farm journal men and the officials of the department. Practical measures for aiding the government in advancing food supply interests were discussed.

## Restrictive Nursery Legislation

**Editor American Nurseryman:**

This is not exactly one of the subjects on which you ask for expressions of opinion, although it includes and broadens the topic, "Quarantining Foreign Nursery Stock." It seems to the writer that there is urgent need for nurserymen in this country to take concerted and vigorous action to prevent being legislated to death. We are already so tied up with State and Federal enactments that it hinders one very seriously in carrying on business. Can we not do something to combat and allay this asinine hysteria with which our line of business has come to be regarded?

Worst of all, there appears to be a definite and very efficient campaign being conducted for the purpose of further alarming the public over the way in which the wicked Nurserymen are filling the country with Blister Rust, Scale, Brown Tail Moth, Black Wheat Rust and the Lord knows what else. Misleading articles are frequently appearing in the daily press and even some of the leading magazines are unwittingly induced by the pseudo-scientific nature of the subject to publish stuff that is a totally unfair view of the situation.

Can not we nurserymen start a publicity campaign of our own that will have beneficial effects? Let the public know some-

### This Needs Straightening Out

Not only every nurseryman in the country, but the public generally should know the facts regarding the introduction in America of the White pine blister rust.

A hearing in Washington before the Federal Horticultural Board last month resulted in a reservation of decision as announced to the trade in the April 15 issue of the "Nursery Trade Bulletin."

The quarantine action proposed by the federal government is aimed at nurserymen. The injustice of this is at once apparent when the facts are known.

About ten years ago, when the foresters, both Federal and State, began to give attention to forestry, a great demand for White pine seedlings developed, out of all proportion to the supply existing at that time.

Previous to this one American nursery concern used to grow about 100,000 white pine seedlings annually, which were sold principally to nurserymen for lining out, and when in 1906-7-8 and 9 the demand jumped to several million seedlings per annum, this concern, and other American growers, were unable to increase facilities in a single season to supply this demand, (for White pine principally.)

The forestry people would not wait for the American nurserymen to supply this demand, but began to import large quantities of white pine seedlings from Germany, and we have been told that as many as 35 to 50 millions of white pine seedlings were imported during the period of the several years in question. Most of these seedlings went to New York, Pennsylvania, and Mas-

thing of the enormous sums which are spent in salaries for State and Federal officials whose chief function seems to be the hampering of the nursery trade without any compensating benefit to anybody. Does anybody really believe that the spread of San Jose Scale has been lessened by State or Federal activities to any greater extent than it would have been checked anyway by the self interests of nurserymen and fruit growers in keeping their trees clean? It was the insane scare over San Jose scale that first put us under the yoke of this excess regulation. The "bug men" claimed at that time that even the forest trees would be cleaned out by scale within five to ten years. Does any one know of any forest which has been appreciably harmed by scale? Is there reason to think that our over-zealous regulators are any more likely to be right in their alarming predictions about the Pine Blister Rust?

I have recently had a rather vigorous correspondence with the Indiana authorities over the quarantine of currants and gooseberries which, in the usual considerate manner, was announced just at the beginning of the shipping season. In two different letters I pointedly asked whether they could cite one single instance where the spread of Blister Rust could be unmistakably traced

sachusetts State Forestry Commissions, although they were not purchased directly by these departments.

In about 1910 there were several American growers who were in a position to supply the demand for White pine seedlings, but shortly after that the states began developing their own nurseries, for the production of evergreen seedlings, so that whatever progress the American growers made to meet this demand, was entirely lost. One American nursery company invested several thousand dollars in equipment and facilities, which was an entire loss to the company.

It certainly is not fair to single out the nurserymen for blame for the situation as it exists today. Why should the nurserymen be asked to bear further burden, such as an inconvenient quarantine, when the foresters are to blame for the importation of the disease? The plantations of infested stock imported by the foresters are the ones which should pay the penalty by confiscation of the trees.

### Why Illinois Bill Is Opposed

**Editor American Nurseryman:**

The most objectionable feature about the new plant bill, introduced in our Illinois State Legislature, is the giving of absolute power into the hands of a proposed director of agriculture to absolutely quarantine the sale of nursery stock from any nursery in the state without any hearing whatsoever.

We think this is too much power to put into the hands of any one man, especially where it is more often the case that these offices are merely political than anything else.

to shipments of dormant currants and gooseberries. As the question was ignored or side-stepped, it is reasonable to suppose that no such instance could be cited.

Would it not be well to let the public know that Blister Rust, about which such a noise is being made just now, was not introduced by nurserymen in the first place. That is true also of most of the fungus diseases and insect pests which are the direct reasons for our being so over-regulated. It was proposed in the American Association of Nurserymen to devote a considerable sum for a publicity campaign to promote the planting of nursery stock. I think it would be equally beneficial, or still more beneficial if a publicity campaign is started to off-set the unfair articles which are all the time appearing in regard to the spread of insect pests and plant diseases through the distribution of nursery stock. The public hears only the other side of the proposition and does not know how a valuable and important industry is being throttled by excess zeal on the part of a few State and Federal officers who think they must do this sort of thing in order to hold their jobs.

I hope that the matter will be seriously considered at the June convention of the Nurserymen's Association, for I think that it is time something vigorous was done or we will be completely legislated out of business.

GEORGE C. PERKINS

Newark, N. Y.

We approve to the suggested changes where any important decision must be given a proper hearing before any action is taken.

THE D. HILL NURSERY CO., Inc.  
Dundee, Ill.

### Will Bear Watching

Several of the Eastern states have large state nurseries which are maintained by state appropriations. In these state nurseries are grown evergreen and deciduous seedlings which are distributed at cost, as the *American Nurseryman* has repeatedly pointed out.

Some of these state nurseries are going into the growing of ornamentals which it is the intention to distribute free of cost.

This development from one step to another raises the question of how long will it be before it will be deemed advisable for the state nurseries to undertake the growing of fruit trees for gratuitous distribution.

In every trade there are outside influences which need watching and trade associations which are effective lose no time in taking in hand measures for protection.

Is it not time that the American Association of Nurserymen should look into this matter of state nurseries activities? Legislative control may be necessary to protect a great industry in this case, just as it has been necessary in similar cases in other trades.

The subject is one for the legislative committees of the American Association and of state and district nursery associations to consider at once.

## The Problem of Food Production

The problem of food production is well outlined in a scheme prepared by the Faculty of Agriculture and Economics of the University of Illinois, which provides for the enlistment of a farmer army for the raising, harvesting and canning and preservation of food. The program makes enlistment by the War Department of the farmers' army as definite as for service at the front.

Three groups of workers would be enlisted: 1, men above military age; 2, men of military age, but unfit for army or navy service, and, 3, boys of from 15 to 18 years of age.

It is not necessary that the people of America be placed on ration basis, the University plan says:

"The present production of food in the United States is not increasing in proportion to the increase in population. In going to war the production of food is our strongest asset, particularly in view of the reduced food production in Canada and Western Europe. Indiscriminate enlistment from the farms is certain to reduce food production below the level of positive need, for we have already two lean years behind us and under present conditions of a hungry world continued shortage might mean disaster."

"Anything like eliminating the food of the people is wholly unnecessary if reasonable attention be given to the business of production. America has land enough, if it is properly handled, to feed both herself and Western Europe; besides, more men would be required to enforce a police restriction of food than would be required to turn a scarcity into an abundance. Any plan, to be safe, must not only make good the enlistment from the country, but must actually add to the present labor supply of the farmer."

In his appeal to the people of the country President Wilson said:

"The supreme need of our nation and of the nations with which we are co-operating is an abundance of supplies and especially of foodstuffs."

"Upon the farmers of this country in large measure rests the fate of the war and fate of the nation. The government of the United States and the government of the several states stand ready to co-operate."

"There shall be no unwarranted manipulation of the nation's food supply by those who handle it on its way to the consumer."

There is an important part for the nurseryman to perform in supplying to the farmer stock for fruit trees and small fruits the necessity for which in the balanced

ration for insuring health is reorganized everywhere. It may be that nurserymen will find it advisable to extend their operations in emergency to the line of certain vegetables which of course constitute a phase of horticulture.

### Banks To Back Farmers

As the first move in a State-wide campaign to increase the crop production in New York it was announced last month at a special meeting in Albany, N. Y., of the New York Agricultural Society that certain public spirited men in New York City were prepared to lend the farmers of this and neighboring States an unlimited amount of money to enable them to buy seed and fertilizers and to pay for the labor and other expenses necessary to place every acre in their possession under cultivation.

In the Chase National Bank of New York there had been deposited, it was stated, \$500,000 in cash to guarantee \$10,000,000 for the loan. Two and three times \$10,000,000 has been promised if it is needed. The money is to be loaned through local committees composed of two members of the Grange or other agricultural organizations, and if possible a banker. No mortgage will be asked on farm, tools, or crops. The only guarantee required will be an approved individual application with a note signed by the farmer. Interest at the rate of 4½ per cent. will be charged on the money.

A patriotic Agricultural Service Committee was appointed by the Governor to formulate plans for increasing production on the farms. This committee, which will have charge of the disposal of the appropriation of \$25,000 to be asked by Governor Whitman, if the money is made available, is composed as follows: Commissioner Wilson, A. R. Mann, Dean of the State College of Agriculture, Ithaca; M. C. Burritt, Director of Farm Bureaus, Ithaca; John H. Finley, State Commissioner of Education; J. J. Dillon, Commissioner of Foods and Markets, New York; S. J. Lowell, Master of the State Grange, Fredonia; Fred W. Sessions, President of the New York State Agricultural Society, Utica; R. D. Cooper, President of the Dairymen's League, Little Falls; S. J. Bush, President of the Western New York Horticultural Society, Morton.

Fruit growers can aid by growing vegetables or other crops between the tree rows. Nurserymen can aid by utilizing similarly their temporarily vacant land.

### Publicity Session Provided

Chairman Mayhew of the program committee, A. A. N., has arranged for a Publicity Session on the second morning of the Philadelphia convention. Farm Journal and Curtis Pubg. Co. representatives will discuss cost accounting, merchandising, sales promotion and advertising. An important feature.

### Quarantine Established

Two orders have just been issued by the Secretary of Agriculture, effective June 1, 1917, on account of the white pine blister rust. One of these orders prohibits the further importation of currant and gooseberry plants from Europe and Asia. The other order quarantines all the States east of and including the States of Minnesota, Iowa, Missouri, Arkansas, and Louisiana, and prohibits the movement from these States to points outside the quarantined area of all five-leaved pines and currants and gooseberry plants. There is a further prohibition of the movement of five-leaved pines and black currant plants to any point outside the heavily infected region comprising the New England States and the State of New York. This additional quarantine is made for the purpose of protecting other quarantined States, as well as the remainder of the country, from possible infection by white pine blister rust by means of the plants mentioned.

While the domestic quarantine, as noted, does not become effective until June 1, the attention of all nurserymen is called to the fact that in the meantime their voluntary agreement of a year or more ago not to ship any white pines or currant or gooseberry plants into the Rocky Mountain and the Pacific Slope States is expected to remain in full force and effect, and the inspectors of these Western States have been notified of this understanding.

A report of the hearing in Washington before the Federal Horticultural Board, on White pine blister rust, was first made to the nursery trade through the *American Nursery Trade Bulletin* on April 15. As then stated, the board reserved decision, probably because it was shown by the nursery interests represented that establishment of a quarantine in the spring shipping season would cause serious inconvenience and loss.

It was conceded that it would be advisable to draw a quarantine line through the great plains states from the Canadian line to the Gulf, or Mexico, whereby the five leafed pines, currants, and gooseberries should not be moved from the east to the west thereof,—this position being taken to make it absolutely sure that the rust should not enter the great pine areas of the Pacific Coast states.

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Early Harvest & Kenoyer B. B. Fine room  
grown plants in quantity.

Peach and Jap Plums. For those wanting  
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trees.

Shade Trees. Fine assortment, all sizes.  
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Fine Blocks. Ornamental Shrubs and Ever-  
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In choice young ornamental Nursery Stock  
for transplanting lining out, or mail orders?  
If you are, get next to our Trade List of  
genuine bargains, in Oriental Planes, Nut  
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Honey and Black Locust, in large quantities,  
besides hundreds of other varieties, both  
deciduous and evergreen. Peach Trees,  
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WANTED—Tree Seeds of all kinds

Fruit and Shade Trees, Evergreens, small  
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Simplex Tree Baler, does the work. Price  
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# What Ornamental Nursery Stock is Doing

## For Modern Nursery Lists

Varieties Always Uniformly Good

*Viburnum pubescens* is one of the most handsome and decorative of all the American Viburnums affording black berries and in fact as a black berried shrub it has no equal for northern planting. It is compact dwarf in habit of growth, forming small masses of bushes from a single seed by its underground stolons turning abruptly upright with short angle making the bush a close compact mass of erect straight stalks branched at the tops. It has small pointed leaves and the nearly flat topped flower clusters formed at the extreme ends of the branches, held upright above the foliage on stiff stems are produced in such profusion that they almost completely cover the bushes. Under cultivation its berries are as large as those of *Viburnum opulus*, in color a jet glistening lustrous black, giving to the mass of bushes on a bright sunlight day the appearance of a cloud of shining lustrous black fruits. It thrives on all soils, in full sunlight and in shade. In wood, foliage, flower and in fruit it always presents a refined appearance and can be planted with satisfaction on the most prominent portions of private or public grounds. Its berries begin to ripen the last part of August and at which time its foliage assumes a brilliant autumn color and its height of decorative value is at the height of the autumn season in September and October. Where space will permit it harmonizes well planted with *Cornus paniculata* having white berries on pink stems. Both are dwarf shrubs and grow to about the same height.

In its native habitat *Viburnum pubescens* is almost invariably found in a single clump grown from one seed that has found shelter on the damp or shady side of a stump or among a group of other bushes where the seed has remained damp until germination has taken place. The seeds ripen in September but do not germinate until the second autumn, more than a year later and must be kept damp until the germination period arrives. For these reasons, *Viburnum pubescens* is never found growing in close formed colonies in open spaces, but in old pastures containing stumps or clumps of other bushes and in woodlands. If in the economy of nature, *V. pubescens* could seed as freely and take possession of a considerable space of ground as does *Cornus paniculata*, the splendor of its large lustrous black berries covering the whole tops of the bushes would be overwhelming and long ere this it would have gained a high place in cultivation.

*Viburnum* is easily grown from seed which should be thoroughly cleaned from the pulp, stratified in damp sand until the second September, then sown in well prepared seed bed, covered lightly with soil and immediately be given a mulch of old well rotted and well pulverized manure to the depth of one inch. This mulch will keep the seeds and the seed bed damp and allow the seedlings to push up through to the surface without injury. The seeds germinate slightly in October and push up through the soil and show above ground in the spring.

In a landscape planting, a combination of berried trees and shrubs with the flowering species, appeals more strongly to our sense of the natural and the beautiful. The clearing up of our wild lands for farming purposes has in a very large measure destroyed



*Viburnum Pubescens*

the feeding and nesting places of our wild birds, and has driven them to the few remaining woodlands along the streams and far north into the forests of Canada leaving the American farms, orchards and gardens to the prey of noxious insects. The planting of berried trees and shrubs about the home in town and country, the garden and the orchard has a money value and is something worth while.

Arbor Day is a mile post which should be kept in mind by nurserymen who see the advantage of psychological moments for advancing trade. The department store seizes the opportunity of every "special day"—Easter, St. Patrick's Day, etc.—to feature its goods. Soon it will educate the public to make presents on Lincoln's Birthday and Labor Day.

William Miller, of Chicago, like Howard Evarts Weed, of Oregon, is doing good work for the nursery trade by lecturing on such subjects as "Landscape Gardening in the Middle West," "How to Plan the Home Grounds and Flower Garden" and "Civic Improvement and City Planning."

## Bills In Congress

**Editor American Nurseryman:**

There have been several bills filed in the Sixty-Fifth Congress of interest to nurserymen, as follows:

**House Bill No. 254**, by Mr. Raker for the inspection of nursery stock sent through the United States mails. A very objectionable bill.

**Senate Bill No. 1727**, by McKellar, appropriating \$250,000 for the purchase and distribution, before June 1st, 1917, of seeds, trees, shrubs, etc., five-sixths of such trees and shrubs to be distributed in accordance with the requests of Senators, Representatives, and Delegates, in Congress.

The following bills have been introduced in the Sixty-Fifth Congress and are of interest to the seedmen:

**House Bill 2352** (Mr. Byrns of South Carolina) to regulate the movement of seeds in interstate commerce,—an impossible bill.

**H. R. 2780** appropriating \$5,000,000 for the immediate distribution of valuable seeds to farmers, through the agency of the United States Department of Agriculture.

CURTIS NYE SMITH, Sec. A. A. N.

**LEVAVASSEUR & FILS**

Ussy and Orleans FRANCE

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Sole American Agents:

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**FRUIT TREES      ROSES      MANETTI STOCKS  
IN HEAVY QUANTITIES**Mr. John Watson, Nurseryman, Newark, New York, is our sole agent  
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The kind that gives satisfaction  
Can be supplied either plain or  
printed, with Iron or Copper wire  
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Our facilities for handling your  
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Samples and prices are at the  
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from you.

**DAYTON FRUIT TREE LABEL CO.**

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**French Seedlings  
and Ornamental Stocks**

New prices are ready; consult with my Sole  
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prices and importing expenses.

Angers, F. DELAUNAY France

If it relates to Commercial Horticulture it  
is in "American Nurseryman."

**CHAS. DETRICHE, SR.**ANGERS. - FRANCE,  
Grower and Exporter ofFruit Tree Stocks, Forest Tree Seed-  
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and Conifers for Nursery PlantingInformation regarding stock, terms, prices  
etc. may be had on application to Mr.  
Detriche's sole representative for the United  
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**PHLOX**Leading Varieties — Immense Stock  
Hardy Perennials in Variety  
Send for Trade List**THE NILES NURSERY CO.**  
NILES, MICHIGAN**MAGNOLIA GRANDIFLORA.** All sizes, one to six  
feet. Write for prices on these and other items; we  
have the stock, can make prompt shipment and  
guarantee satisfaction.**VALDESIAN NURSERIES**

Bostic, North Carolina

PEACH SEED CROP 1918. The buildings we want to  
move and the seed must go. Are you interested?  
so write for samples and prices.**The Chase Labels**

For Nurserymen and Florists are Excelled by None

**PLAIN, PAINTED, WIRED with TINNED or  
COPPER WIRE and****PRINTED IN ANY MANNER**

That may be called for

Prices as low as FIRST-CLASS WORK and unequalled  
PROMPTNESS in DELIVERY will justify.Please favor us with a trial order if you are not one of our  
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DERRY, NEW HAMPSHIRE**

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NEW YORK**

Import to order **for the trade only**, from Europe or Japan, ORNAMENTAL  
SHRUBS, TREES, EVERGREENS, ROSES, BULBS, SEED, ETC. Write  
for estimates or trade lists. Send fall 1917 delivery orders timely to avoid delay.

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**FOREST TREE SEEDLINGS, ORNAMENTAL SHRUBS  
AND LINING OUT STOCK AT WHOLESALE PRICES**

We offer for Spring 1917 a large stock of Altheas in varieties: Berberis Thunbergii  
Caycanthus; Cornus Florida; Deutzias; Forsythias, Privets, Weigeliae in varieties, Etc.

Trade List Now Ready.

**FOREST NURSERY COMPANY  
McMinnville, Tennessee**Advertisements for the **NURSERY TRADE BULLETIN** to be issued on the 15th should  
be sent in now.**EVERGREEN SEEDLINGS & TRANSPLANTS**For Lining Out and Forestry Planting  
**THE NORTH-EASTERN FORESTRY CO.**  
CHESHIRE, CONNECTICUT**STANDARD PUBLICATIONS****American Nurseryman (Monthly)**

A National Trade Journal For Nur-  
sery Growers and Dealers.  
\$1.50 per year; Canada, abroad, \$2.00  
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Seasonable Want Lists and Offer-  
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Of the Nurserymen of the United  
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Only National Publication Devoted  
to Nut Culture of All Kinds  
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These are the Standard Publication of the  
kind. Based upon 25 years' experience in  
the Horticultural Field. Endorsed by leading  
authorities everywhere. Absolutely in-  
dependent. Address

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39 State St., Rochester, N. Y.



### First Nursery Publicity Gun

Some time ago we recorded the proposition of the Southern Nurserymen's Association to take a definite step toward publicity in the interest of a wider use of nursery stock on the part of the public. This plan was to issue a carefully prepared booklet containing approved suggestions.

This has now been done. A  $5\frac{1}{4} \times 7\frac{1}{2}$  booklet of 32 pages has been produced by the J. Horace McFarland Company, illustrated, especially designed for southern planting purposes, with a brief statement of the object—to make the southern home more beautiful and cheerful, the southern orchard more profitable. Acknowledgment is made of valuable suggestions by Prof. W. N. Hutt, State Horticulturist of North Carolina.

The plan is well carried out, the headings in the descriptive matter including: The Lawn, Laying Out, Mass Plantings, Specimen Plantings, Deciduous Trees, Coniferous Evergreens, Broad-leaved Evergreens, Shrubs for Flowers and Foliage, Roses, Vines and Creepers, Perennials, Pecans, Fruits, What To Do When Trees Come, Planting the Trees, Pruning, Spraying.

The cover pages are for the special imprint of the nursery member of the Southern Association using the booklets; and the information, "Member of the Southern Nurserymen's Association" appears at the bottom of the outside front cover. The booklets may be bound to suit the individual taste. Some are in gray, some in green. The J. Van Lindley Nursery Company has had its quota bound in white enameled paper with colored panel for company name and a half-tone engraving of the plant on the outside back cover. A colored four page insert shows the use of Amoor River privet in hedge, an attractive plate of fruits of Southern culture, a full page representation of Belle of Georgia peach and an excellent mass view of pecan nuts in shell, in half-kernels and in cross-sections.

The booklet idea seems to be a step in the right direction. While it is not unlike the carefully prepared catalogues of some of the more progressive nursery concerns, it affords opportunity for all the members of the Association to procure for distribution a uniformly good and quite comprehensive presentation of information of direct interest and value to the home owner and general planter, and it must be that it will redound to the advantage of the nurserymen using it. Secretary O. Joe Howard and the other members of the Association are to be congratulated upon actually getting into the field one practical evidence of the modern well-attested belief in the efficacy of publicity.

The Western Classification Committee has decided to regard evergreens shipped in the winter and early spring months as dormant stock.

### Northern Nut Tree Sale

Since advertising in the AMERICAN NURSERYMAN we have furnished a number of the leading nurserymen and horticulturists over the country with our fine, hardy, northern nut trees and one nurseryman writes, "Your trees are the finest ever received." We are now taking orders for spring delivery. Write for catalogue.

**MARYLAND NUT NURSERIES.**  
LITTLEPAGE & WHITE  
BOWIE, MD.

Washington, D. C. Office, Union Trust Bldg.

### ADVERTISING

#### Mr. Mason, I Apologize

If I was selling trees and seeds, I'd tell the folks about their needs. To reach the man who really buys I'd simply start to advertise. I'd tell him plain to use my stuff, and I would never swing a bluff, because I know it doesn't pay to bunk the public anyway. I wouldn't make my ad too meek, but to the folks I'd thusly speak:

"When you want to plant some seeds don't buy them like a string of beads, but get them where you know they're right, where they are sold on honor bright. My seeds come straight to you by rail, and never are they old and stale. My trees are best that skill can grow, raised by the men who always know just what to do to raise a tree to make the buyer wild with glee.

"My seeds are always just the cream, they'll grow from Maine to Bowling Green and so on south. Of course you know they'll almost grow in Arctic snow, and if you plant them in your yard you'll bless them with a kind regard.

"My stock is good, my service great; my stock is sold in every State. My trees will grow in sand or loam, so plant them now about your home."

This spiel I'd spring in magazines until the folks dug in their jeans to bring out coin to send to me in payment for my seeds and trees. When I had made a lot of "dough" I'd settle down in Million Row and tell my son if he is wise he'd best begin to advertise.

### The American Rose Annual

It is doubtful that there is a more active man in a wider range of horticultural and civic improvement work than J. Horace McFarland. Last month it seemed that at every turn we ran against a new evidence of his activity. At this moment we are confronted by the 1917 edition of the American Rose Annual edited by Mr. McFarland for the American Rose Society. This is the second year of the Annual. The first issue did much not only to establish a record of rose growing in America, but to direct attention to the important work of the American Rose Society. One of the definite results of publicity for the Society was an increase in amateur or associate memberships fully twelve fold in a year.

It has been Mr. McFarland's aim in compiling the Annual to stimulate American rose growing in America and for America both in the production of the varieties and in the production of the plants the people will buy. The articles and illustrations have all been focused in this direction. That the importation of roses is of distinct importance can be noted from a table in the Annual, which shows importations of plants and stocks during the last two years to have amounted in value to more than \$9,000,000 a year. Previous to 1915 the amounts were from five to six million dollars.

In addition to the continuance of the careful survey of rose troubles, begun last year,

the editor has introduced an attempt to provide an accurate catalogue of roses in America. Every effort has been made to make it accurate. Special attention has also been given to promoting amateur rose shows in the United States.

The importance of the Annual is mainly the extension of active interest in the work of the American Rose Society. The Annual is wholly a labor of love and all rose growers and handlers are greatly indebted to Mr. McFarland thereto.

The Annual is supplied to all members of the American Society, membership in which may be had for \$1.00 annually for associate members members, \$3.00 annually for active members, \$50.00 for life members. Benjamin Hammond, Beacon, N. Y., is the president; Prof. E. A. White, Cornell University, Ithaca, N. Y. Mr. McFarland is an honorary vice-president.

Dr. L. H. Bailey says: "The interest in the rose can not pass. The appeal of the flower is practically universal. The variety in form and color is wide and the adaptations remarkable. It has become part of the experience of the race."

The Governor of Texas has vetoed the nursery inspection bill which was passed by the legislature.

Representatives of trade and technical publications last month journeyed to Washington and presented before the proper authorities copies of several hundreds of letters from editors, managing editors and business managers of technical and trade papers, offering their assistance and throwing open their columns for all such matters as will prove beneficial in helping forward any Government movement at this time. The publishers of the **AMERICAN NURSERYMAN** heartily join in this expression. Much may be done in Commercial Horticulture to aid directly if attention is centered upon the subject. We shall be glad to publish opinions by our readers as to the best ways of doing this.

Addressing a thousand prominent business men a few days ago at a dinner in New York, Otto H. Kahn, the prominent banker and distinguished art patron, said: "This is an age of publicity, whether we like it or not. Business and business men must come out of their oldtime seclusion; they must vindicate their usefulness; they must prove their title; they must claim and defend their rights and stand up for their convictions. Nor will business or the dignity of business men be harmed in the process."

### Willowdale Nurseries

We have a surplus in Norway, Silver, Sugar and Sycamore Maples, Oriental Plane, American Elm, Salisburia, English Beech, American, English and Silver Linds, and Magnolia Acuminata. Fine stock. Send list of wants for prices.

If interested in Big Trees write us for our list, on which the prices will be low.

**THE RAKESTRAW-PYLE COMPANY,**  
Kennett Square, Pa.

**WANTED:** Business manager for office in well established nursery in southern Minnesota, general office work and correspondence. Require to take some stock and may acquire part or all stock in incorporated Co. Present manager prefers to remain active in field or office. **ALSO:** Practical nurseryman, competent propagator, with some chance for rapid advancement. Address: Nurseryman, care of J. Weis 273 Sherburne Ave., St. Paul, Minnesota.

## GREEN BULLETIN NUMBER 2

was mailed about April 1st, showing one of the most complete assortments in the country. We have the equipment to handle your orders promptly and carefully.

"TRY LAKE FIRST"

### The Shenandoah Nurseries

D. S. LAKE, Pres.

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## 100% PROFIT SALES INCREASED

A Book that will sell on sight and give your agents more ginger

### "HOW TO GROW ROSES"

By Robert Pyle

A new book of 120 pages, 5x8 inches, of which 16 illustrate leading Roses in natural colors. All the necessary instructions.

#### One Western Nurseryman writes:

"HOW TO GROW ROSES" is the nicest book of the kind we have ever seen and will use them for samples to sell from, as well as in the nature of a Salesmen's Plate Book."

**Reliable Nurserymen will please write for Sample and Terms**

THE CONARD & JONES COMPANY,  
WEST GROVE, PA.

When writing to advertisers just mention American Nurseryman.

#### BERCKMAN'S Dwarf Golden Arbor-Vitae (*Biotia Aurea Nana*)

Camellias, home-grown  
Azaleas Indica, home grown  
Teas' Weeping Mulberry, extra heavy  
Lilacs, best named sorts  
Grafted Wistarias, 2 to 4 years old  
*Biotia Aurea Conspicua*, all sizes  
*Biotia Japonica Filiformis*, 1 to 4 ft., fine  
*Magnolia Grandiflora*, *Magnolia Fuscata*,  
*Magnolia Purpleira*, *Exochorda Grandiflora*  
*Deutzia*, *Philadelphia*

We have a large stock of fruit trees, ornamental trees and shrubs

All orders receive prompt and careful attention

P. J. BERCKMANS CO., Inc.  
Fruitland Nurseries

Established 1858

AUGUSTA, GA.

## Pennant Brand Peonies

Book your order now for fall and be assured of your supply. The demand is increasing. Prepare to get your share of the profits.

SARCOXIE NURSERIES  
PEONY FIELDS

WILD BROS. NURSERY CO.  
SARCOXIE, MO.

#### The Art of Landscape Architecture

BY SAMUEL PARSONS

Fellow of the American Society of Landscape Architects; author of "Landscape Gardening," etc.

An octavo volume of 347 pages with 57 illustrations, setting forth the underlying principles of landscape gardening. The chapters consider lawns, plantations, roads paths, grading, rocks, water, islands, location of buildings, laying out of grounds, scope and extent of estates, maintenance, gardens and parks.

Price \$3.65

American Fruits Publishing Co.  
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## EVERGREENS

ARBOR VITAE

JUNIPER

RETINOSPORA

PINES

SPRUCE

TAXUS

KALMIAS

RHODODENDRONS

Choice lot frequently transplanted

W. B. COLE  
Painesville, Ohio

## FOR SPRING 1917

We offer a Complete List of

### Shade Trees, Shrubs and Evergreen

Will be pleased submit prices

AUDUBON NURSERY  
P. O. Box No. 731

WILMINGTON, N. C.

"You are issuing a splendid Journal, covering the news of the trade from coast to coast."—E. S. WELCH, former President American Association of Nurserymen

## T. S. HUBBARD CO. FREDONIA, N. Y.

The longest established and best known growers of

## Grape Vines

And the LARGEST STOCK in the United States, including all the old and new varieties. The following in large supply:

Concord	Brighton	Green Mountain
Niagara	Eaton	Agawam
Worden	Diamond	Salem
Delaware	Pocklington	Lutie
Moore's Early	Woodruff Red	Campbell's Early

Also a large and fine stock of

## Currants:

Fay	White Grape	Black Champion
Cherry	Red Dutch	Black Naples
Versailles	White Dutch	Lee's Prolific
Victoria	North Star	Moore's Ruby

Also a fine stock of the President Wilder currant

## GOOSEBERRIES

A fine stock of leading varieties. One and two years

## BLACKBERRIES

An unusually large stock of root cutting plants of our own growing

Send for our Price List and new Illustrated Descriptive Catalogue

## Official Code of Standardized Plant Names

An important work in the interest of standardized plant names was recently completed by the American Fruit Committee on Horticultural Nomenclature. The results appear originally in the sixth volume of Bailey's Standard Cyclopedia of Horticulture, just issued and copyrighted by The Macmillan Company. The chairman of this joint committee is J. Horace McFarland and the secretary is Harlan P. Kelsey. Both of these gentlemen are members of the American Association of Nurserymen and of other organizations. Chairman McFarland's long and conscientious work for horticulture in various lines is well known. This latest evidence of his activity is a monument to his earnest interest in the welfare of the industry. Upon a sub-committee of the joint committee, says Mr. McFarland, fell by far the heavier portion of the work. This sub-committee was composed of Frederick Law Olmsted, Frederick V. Coville and Harlan P. Kelsey. Mr. Olmsted is well known as a landscape architect; Mr. Coville is the United States Botanist; Mr. Kelsey is a prominent nurseryman. The organizations represented in the joint committee are: American Association of Nurserymen, Ornamental Growers' Association, American Society of Landscape Architects, American Pharmaceutical Association, American Association of Park Superintendents.

The official code which has resulted from this association of effort is for use in ordering, labeling and catalogue compilation. Especially for the last named purpose will the code be a boon to the nursery trade. The code has been printed without charge for the joint committee by the J. Horace McFarland Company, Harrisburg, Pa., printers of the Standard Cyclopedia of Horticulture. The finding list of binomials constituting the code is reprinted, by permission, from the copyrighted cyclopedia. It contains suggestions as to the manner of using the information in the compiling of catalogues. Nurserymen are advised to conform to the official designations and thus standardize their catalogues. Copies of the code may be obtained at 5 cents each from the secretary, Mr. Kelsey, at Salem, Mass.

Following is Chairman McFarland's preliminary announcement:

The desirability of some standard list or code of plant names for commercial use has long been recognized. It is in an attempt to meet this need that the present publication is issued. It includes a careful assembling of the scientific or botanical names deemed most generally applicable to plants in American commerce at the beginning of the year 1917.

The statement which precedes the Finding-List—which is reprinted exactly from the sixth volume of Bailey's Standard Cyclopedia of Horticulture, published in March, 1917—details the peculiarly favorable conditions under which the list was compiled, studied and agreed upon. It does not include an adequate setting forth of the interest and care which characterized the work of the sub-committee of the American Joint Committee on Horticultural Nomenclature, upon which sub-committee fell by far the heavier portion of the work.

The sub-committee, of which Frederick Law Olmsted, Frederick V. Coville and Harlan P. Kelsey were working members, spent many days, part of the time in close and constant association with Dr. L. H. Bailey, in attempting to harmonize the conflicting scientific and commercial designations at-

tached to the thousands of items habitually bought and sold by their so-called botanical names. It was understood, in pursuance of the constitution of the Joint Committee, that its function was only to consider plant names for the purpose of facilitating commerce, or of "making buying easy," as frequently impressed upon the Committee by several of the organizations contributing both members and funds to it. It is thus seen that it was neither intended nor possible for the Committee to enter upon any original investigations, or, indeed, despite the centralized authority adopted as a basis, to entirely conform to any one standard.

For the present code no claims of final authority are made. It is believed, however, that there is here presented a practical harmonizing of various authorities, considered for the purpose of facilitating commercial transactions, and that the names starred in this Official Code may to great advantage be used in trade for at least five years, or until similar later joint action provides an equally orderly and available substitute.

Catalogue-makers in the various horticultural trades using the so-called botanical names are therefore urged to adopt as rapidly as possible the preferred "starred" designations found in this Official Code, even though such adoption may at the moment involve some slight inconvenience.

It must be realized by any reasonable person that it would be impossible to propose a code absolutely satisfactory to all; wherefore this present list, the first ever undertaken in America, is confidently offered as probably providing the most convenient and definite means for that standardization which will so greatly facilitate business transactions, and will also tend to popularize plant study, knowledge, and use.

### "COMMON" NAMES

Very many important subjects in horticultural commerce would better be known by so-called common names. Many excellent plants are practically lost to general use by reason of improper or unphonous common names, and others which would be most desirable are kept from commerce by involved and complex scientific names. It is therefore considered as the more important function of the American Joint Committee to propose at the earliest practicable moment a similar Official Code of common names. This work has been undertaken, and it is believed a publication can be made with the coming year, at which time, but probably in a different form, the names which have here been adopted for commercial use will be reprinted in connection with the assigned common names.

Catalogue-makers are urgently requested to read with care the preliminary statement to the Finding-List. They are also urged to consider carefully the suggestions as to the use of this Official Code which follow, particularly in reference to careful cross-indexing.

The arduous and sometimes wearisome work of the American Joint Committee will have proved to be worth while if the various horticultural tradesmen involved will accept the present list, and the common name list to follow, as sincere and honest endeavors to reduce confusion, to harmonize differences, and to present an available basis for cataloguing which will undoubtedly considerably promote the business relations involved, and the wider use of plants generally.

## Chance for Propaganda

More than 600 farms for sale at prices far below normal are listed in a bulletin just issued by the New York Department of Agriculture. The population of New York is now estimated by the Census Bureau at 10,250,000. Over 50 per cent of this great number of people resides in fifty-seven cities, 465 incorporated villages, and the large number of unincorporated villages of the state, leaving but 375,000 actually engaged in agricultural pursuits. The consumption of food products in this country is now practically equal to the production and assures the farmer a good price for his products.

The state of New York contains 215,597 farms of an average of 102 acres each—a total of 22,030,367 acres included in farms. Of this area, 14,844,039 acres are classed as improved lands, and 7,186,328 acres are unimproved; 8,250,000 acres are under cultivation; the balance is pasture and woodland. A considerable portion formerly utilized for cultivation or pasturage is now lying practically idle.

New York farms, as a rule, possess a large proportion of fertile, highly productive soils, good homes with beautiful surroundings, outbuildings ample for the farm and usually in good repair, and timber enough for farm use. Pure spring water is brought to the buildings from never-failing springs in the hillsides or is pumped from shallow wells, as good water is found near the surface. Plenty of fruit for home use is usually found and there are good commercial orchards upon many of these farms.

In other states there are doubtless similar conditions. This is one of the fields for an active nursery trade propaganda.

## New 5-cent Envelope

At a near date there will be available to the business public a new No. 8 amber-colored envelope bearing a 5-cent stamp. The United States Post Office Department plans to issue this in response to the requests of exporters and others carrying on correspondence with foreign countries who have found the No. 3 and No. 5 stamped envelopes (respectively 3 3-8 by 5 1-2 by 6-5-1 inches) already issued so great a convenience that an appeal was made for one of larger size. The No. 8 envelope is 4 1-2 inches, high cut, and will be furnished either plain or with return card printed in the corner. The plain envelopes will cost \$52.28 per thousand and may be obtained in any quantity; the printed envelopes will cost \$52.27 per thousand and will be supplied only in lots of 500 or multiples thereof.

The movement leading to the issuance of the new 5-cent envelope was started by the foreign-trade department of the Cleveland Chamber of Commerce, the co-operating office of the Bureau of Foreign and Domestic Commerce in that city. The compliance of the Post Office Department with its request is but another step in the campaign to eliminate the short-paid-postage nuisance. Many plans to overcome this evil have been put forward from time to time, ranging from separate boxes for foreign mail to the use of distinctive styles and colors of stationery, all designed to fix the attention of the clerk having the stamping of the mail under his charge. The use of an envelope already stamped with the proper postage has proved a most effective check against the sending of letters to foreign countries short paid.

### 100 on Strike in Nursery

Louisiana, Mo., April 14.—The men in the packing houses at Stark Bros. Nursery, near this city, asked for increase of wages yesterday. The demand was denied and more than 100 walked out. The men were receiving \$1.70 per day and they asked for \$2.00. After the walkout those who remained received an increase of 15 cents a day, dating from April 9.—St. Louis Globe-Democrat

## GRIFFITH'S SURPLUS

**Grapes**  
Brighton  
Campbell's  
Concord's  
Champion  
Diamond  
Ives  
Lindley  
Moore's  
Niagara  
Worden  
Wyoming

**Currants**  
Cherry  
Fay  
Wilder  
White Grape  
Black Champion  
Black Naples  
Lee's Prolific

**Gooseberries**  
Downing  
Houghton  
Chautauqua  
Oregon Champion  
Red Jacket

This stock is graded to the highest standard and guaranteed right. Can ship on short notice.

Send in your want list for prices

**R. B. GRIFFITH**

FREDONIA, N. Y.

**EVERBEARING STRAWBERRY PLANTS**  
If you need Everbearing strawberry plants to fill spring orders or wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties in our experimental grounds not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out. THE GARDNER NURSERY COMPANY.

Drawer 102, Osage, Iowa

## Grape Vines

If you are in the market for fancy stock I have it

**Concord, Moore's Early and Niagara**  
in large quantities

**Fairfield Nurseries**  
(CHAS. M. PETERS)  
SALISBURY, MD.

## Strawberries

Summer and Fall Bearing  
Headquarters for Strawberries and Fruit Plants of all kinds. Raspberries, Blackberries, Currants, Gooseberries, Grapes, Fruit Trees, Roses, Shrubs, Eggs for Hatching, Crates, Baskets. Catalog free.  
L.J. Farmer, Palaski, N.Y.

1917 EDITION  
AMERICAN NURSERY TRADE  
DIRECTORY

Completely Revised Many Changes  
\$1.00 per copy, postpaid  
Advertising: \$2.00 per inch  
AMERICAN FRUITS PUBG COMPANY



## SCARFF'S NURSERY

### SMALL FRUIT PLANTS

1200 Acres "At its 25 Years"

Blackberries Goosberries Rhubarb Hardwood Cuttings Butterfly Bush  
Raspberries Currants Privet Horseradish Spirea  
Strawberries Dewberries Grape Vines Asparagus Berberry

100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order

NEW CARLISLE,

W. N. SCARFF

HEADQUARTERS  
FOR

OHIO

## IF in need of RELIABLE NURSERY STOCK

that is well grown, well dug and well packed

Send to the BAY STATE NURSERIES

Wholesale and Retail

NORTH ABINGTON, MASS.

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NURSERYMEN

FREDONIA, N. Y.

GROWERS OF

### Grape Vines, Gooseberries, Currants

Our stock never looked better. Send us your list of wants Our prices are right.

We grow our Stock up to Quality and Grade, not down to a price. Nevertheless, our prices are always in line. You can't afford to pay less, and there's no sense in paying more. If you are pleased with what you have been getting, you will be better pleased with our stock. Write for catalogue.

## SELL MORE GOODS

Harness that force, cultivate that faculty of persuasion which lies dormant in all men, and train your magnetic qualities for use in your daily work. Read "How to Develop Power and Personality in Speaking," Greenville Kleiser's new book, and learn to close your deals on the spot by making your talk count. Thus you will gain access to a prolific field of new business, and will take larger and fuller orders from your established trade.

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39 State St., Rochester, N. Y.

### "HATHAWAY'S"

The Most Extensive Exclusive Berry Plant  
Nursery in America

The leading varieties supplied in large quantities, including Fall Bearers: Currants, Grapes, Gooseberries, Black Raspberries, Strawberries, Root Cuttings, Slips and Transplants a Specialty. You never delivered finer stock nor received quicker service than you get from

"Yours Truly"

WICK HATHAWAY, Madison, Ohio



### Clinch More and Bigger Sales

by developing your "selling personality." Here's the helpful, inspiring book to show you how. **Successful Selling**, by E. Leichter. It gives you the secrets of order-getting salesmanship; explains how to select the right approach, presentation and closing for each individual prospect. It will help you make of yourself a commanding salesman. Handy size for your pocket, 54 cents postpaid.

American Fruits Pubg. Co., Rochester, N. Y.

### Bush Car Delivered Free

Two-Pass., 34.7 H. P. Drive and demonstrate the Bush Car. Pay for it out of your commissions on sales, my agents are making money. Shipment are prompt. Bush Cars are guaranteed or money back. Write at once for my catalog and all particulars. Address J. H. Bush, Pres. Dept. STS  
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a monthly Guide to money-making. Tells how \$100 grows to \$200—how to get richer quickly and honestly.

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NEW BOOK JUST ISSUED

### Plant Propagation Greenhouse and Nursery Practice

By M. G. KAINS

So many discoveries of new facts by plant investigators, shortcuts and "wrinkles" worked out by plant propagators, and nursery, greenhouse and garden methods simplified or made more effective, have made books hitherto available on plant propagation out of date.

There has also been an insistent call for a volume that would not only include the character of information wanted by nurserymen and other plant propagators, but also discuss the subject of plant propagation from the standpoint of fundamental principles, and include the latest conclusions advanced by investigators throughout the world.

This new book by Professor Kains will appeal with equal force to the amateur, the professional propagator, and the teacher in agricultural colleges and schools.

The book devotes many pages to special plant lists and condensed directions for propagation of vegetables, fruits, annual and perennial flowers, bulbs, ferns, orchids, cacti, evergreens, deciduous trees and shrubs, vines, water plants, greenhouse and house plants and palms.

The table of contents includes: An introduction on general principles, germination, seed testing, potting, layerage, bottom heat, cuttage, classes of cuttings, graftage, and theories and laws, Daniel's experiments in graftage, tree stocks and scion handling, grafting waxes and wound dressing, methods of grafting considered individually, budding methods, nursery management, and laws affecting nursery stock.

Illustrated. 5½x7½ inches. 342 pages. Cloth, Price, net, \$1.50.

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39 State Street Rochester, N. Y.

We specialize in HARDY PERENNIALS and OLD-FASHIONED FLOWERS and have the largest and best list of varieties to select from in this country at attractive prices to the Trade. Write.

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R. W. CLUCAS, Manager

#### Not Under the Ban

"American Nurseryman" is the only Nursery Trade Journal which does not come under this ban. It is not owned, directly or indirectly, by a business concern belonging to the trade in whose interest it is issued. It is absolutely independent.

If it relates to Commercial Horticulture it is in "American Nurseryman."

"A paper which gives the best value to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view." —H. Dumont, Chicago, Ill., in Printer's Ink.

## What Big Business Is Doing

Readers of the *American Nurserymen* have been advised from time to time of the extensive operations at the Appalachian Orchards in Georgia, of which Louis B. Magid is the managing director. The New Orleans Times, Picayune recently said:

Following a meeting of the stockholders of the Federal Fruit and Cold Storage Company Wednesday, it was announced by James L. Wright, president of the company, that the transfer of its entire assets to the Appalachian Corporation, of Georgia, had been authorized on a basis under which the \$500,000 local institution is merged and becomes a part of the \$5,000,000 Georgia Corporation.

The Federal Fruit and Cold Storage Company was organized about three years ago by local interests with E. G. Simmons, vice-president and general manager of the Pan-American Life Insurance Company, as its first president, who was later succeeded by James L. Wright in that capacity, and by whom the present merger with the big Georgia corporation was negotiated.

The Federal Fruit Company owns extensive apple orchards in Macon county, Missouri, and has been a large producer and shipper of apples in connection with which plans and contracts were formulated last year for the construction in New Orleans of a thoroughly modern cold storage and ice plant, on a site acquired by the company at Thalia and South Peters streets, on the Texas and Pacific railroad terminal properties.

It is understood that under the terms of the consolidation, approved Wednesday by the stockholders of the Federal Fruit and Cold Storage Company, the local interests are receiving in settlement of their half-million-dollar assets something over \$600,000, or approximately \$120 per share, in the first mortgage bonds and stock, of the Appalachian Corporation, which institution will immediately proceed to carry out all the plans of the local company, but will erect here a cold storage plant of much greater capacity than that originally designed.

In confirming the acquisition of the Federal Fruit and Cold Storage Company's properties, President Louis B. Magid, of the Appalachian Corporation, said:

"Because of our very extensive fruit and truck growing properties, we have had under consideration the advisability of establishing cold storage plants owned by ourselves in developing plans for marketing the very large amount of fruit, truck, etc., we have for distribution, and which will be greatly increased. We considered New Orleans the ideal site for such cold storage facilities, especially after our investigation of your present very adequate facilities of that character. Under the arrangement today effected with your local people, our investment here now represents approximately \$600,000, and in carrying out the plans for the erection of a thoroughly modern and up-to-date cold storage plant here, we will have an additional investment in New Orleans of about \$500,000, as we will materially enlarge the plant originally contemplated because our own requirements alone will be greater than the capacity originally planned, to say nothing of the needs of the local fruit interests who will be identified with us."

"When our arrangements have been completed, the Appalachian Corporation will have \$2,000,000 of 7 per cent cumulative preferred stocks, \$2,500,000 of common stock, and \$3,000,000 of first mortgage 6 per cent twenty-year bonds. The Central Trust Company of New York is the trustee for these bonds, the Guaranty Trust Company of New York is registrar and the Banker's Trust Company of New York is transfer agent for our company."

"We will immediately establish a branch office in New Orleans for the management of our local interests, and the Federal Fruit shareholders will have representation in our management by the election of Mr. James L. Wright as one of the vice-presidents of our corporation, also two other local parties as members of our directorate."

"We enjoy your publication which is up to the minute in every detail."—H. F. Hillenmeyer & Sons, Lexington, Ky.

## Indiana Orchard Prospects

Secretary M. W. Richards of the Indiana State Horticultural Society reports: "From all reports, the fruit crop in Indiana has survived the severe winter in remarkably good shape. Peaches are reported killed in most sections. However, a personal examination of buds in several sections of southern Indiana has revealed as high as 25% of live buds. As a usual thing, if only 2% of live buds can be found it will mean a fair crop of fruit. At this time our prediction will be, not a total failure of peaches in Indiana, but an extremely light crop. Apple buds are fine and plump, and look like a bumper yield. The seasons of '15 and '16 were excellent from the standpoint of tree growth, and fruit trees in cared-for orchards look vigorous and thrifty. If the fruit growers of Indiana do their part and protect their trees from the ravages of insect pests and fungus diseases, Indiana will produce an excellent crop of fancy fruit in 1917."

A vigorous protest is made by a prominent British nurseryman against a recent order of the British Board of Trade prohibiting the delivery through the mail of any tradesman's catalogue, circular or price lists of any kind.

## VARIETIES ALWAYS

### UNIFORMLY GOOD

Some years ago, American Farmers produced and placed upon the markets, a mixture of eggs of several varieties, fresh, stale, rotten and boiled. A score or more varieties of butter, a very large volume of which was bought at very low wholesale prices by soap and axle grease factories. No association of farmers was able to boost or maintain profitable prices on this mixture of butter. Farm papers with a few hundreds of subscribers each, represented the herds, flocks and farmers producing these mixed and low priced products.

With great labor and expense the farmers were educated to produce one variety only of eggs (strictly fresh) and one variety of butter (uniformly good) and today American farmers are unable to supply the demand for butter and eggs. Farm journals enjoy subscription lists into the hundreds of thousands.

It may be as difficult for the American nurserymen to realize that their stocks do not measure up to what the American home owners demand as it was to convince the great mass of farmers that it was quite impossible to get fancy prices for butter that "smelled." That the price-cutting bulletin and low wholesale prices to consumers are the clearing houses and escape valves of the unsold nursery stocks just as the soap and axle grease factories were the clearing houses for unsold badly mixed butter.

The wealthy, educated and critical American home owners are just beginning to take the buying and planting of nursery stocks seriously and studiously. Nursery stocks are just beginning to become the home owners necessity in the improving of his property and home surroundings. The American home owners have a good wholesome fear of varieties that are always uniformly poor. Will the American nurserymen arise to the occasion and furnish home owners with varieties of stocks always uniformly good?

The American Association of Nurserymen can rise only to the height of the products it represents. To gain a much larger membership the products must measure up to the Association.

If you believe that it will benefit the nursery industry to propagate and sell only those varieties always uniformly good, you may be interested in the list of seeds we have for immediate shipment and planting and also the varieties we expect to collect the coming season.

Send for four-color print of Viburnum pubescens, U. S. bulletin "Plants useful to attract birds and protect fruit" and our pamphlet "Art in Landscape Gardening."

A. H. & N. M. LAKE, Botanical Collectors of Tree and Shrub Seeds. Marshfield, Wis.

—Advertisement

## Obituary

### Carl E. Seager

Carl E. Seager, Rochester, N. Y., 32 years old, son of the late George C. Seager, for years the secretary of the American Association of Nurserymen, was killed April 15 by a passenger train which demolished his automobile. Mrs. George C. Seager was in California at the time. She reached Rochester to attend the burial.

**Cutting out Chestnut Blighted Timber**—E. M. Stoddard and A. E. Moss (Connecticut State Sta. Rpt. 1915, pt. 6, pp. 488-496, pls. 2, fig. 1)—In order to determine whether the spread of chestnut blight could be retarded or checked by the removal each year of infected trees, and if so, whether the work is economically possible, the authors carried on experiments on 130 acres, on which every winter all infected chestnut trees were removed, and for comparison the infected trees on an adjoining 190 acres were counted but not removed.

As a result of this investigation, it was found that in Connecticut the cutting and removing from woodlots of trees infected with chestnut blight did not prevent the spread of the disease. The cost of inspection, cutting, and removing is considered too high to warrant its adoption from a commercial standpoint.

J. Horace McFarland is the author of "My Growing Garden," 116pp., illustrated, of which the Independent says: "A chatty, familiar, attractively illustrated record of the author's success in transforming a rundown house and two acres of abandoned vineyard, in five years' time, into a charming garden home. Admirably written, good to read aloud, and brimming over with love of flowers and vegetables and trees. . . . For suggestiveness and the inspiration of joy in the garden, this book cannot be surpassed in the long list of garden books."

## Pecan Growers Convention

Following is the program for the Eleventh Annual Meeting of Georgia-Florida Pecan Growers Association, Thomasville, Ga., May 30-31, 1917:

**WEDNESDAY, MAY 30, 10 A. M.**

Call to order.

Invocation.

Address of Welcome—Mayor of Thomasville.

Response to Address of Welcome—W. C. Jones, Cairo, Ga.

President's Address—C. A. Simpson, Monticello, Fla.

The Nut Case-bearer and Its Control—J. B. Gill, Monticello, Fla.

Experience in Handling Pecan Rosette—S. M. McMurrin, Washington, D. C.

The New Pecan Project—C. A. Reed, Washington, D. C.

Question Box.

**WEDNESDAY, 2 P. M.**

How to Develop an Orchard to the Bearing Age—H. C. White, Putney, Ga., Charlie Puckett, Putney, Ga.

How to Cultivate the Bearing Orchard—Col. C. A. Van Duzee, Cairo, Ga., B. W. Stone, Thomasville, Ga.

A Talk—E. Lee Worsham, Atlanta, Ga.

How to Avoid Winter-killing—W. W. Bassett, Monticello, Fla.

**WEDNESDAY, 8:30 P. M.**

Banquet at Tosco Hotel, followed by Round Table—Report of the Behavior of the Leading Varieties.

Question Box.

**THURSDAY, 9:00 A. M.**

The True Merits of a Paper Shell Pecan—L. A. Nevin, Atlanta, Ga.

Some Pecan Statistics—J. M. Patterson, Putney, Ga.

Will the Pecan Business be Overdone—J. B. Wight, Cairo, Ga.

Report from National Pecan Exchange—W. P. Bullard, Albany, Ga.

Miscellaneous Business.

Report of Standing Committees.

Selection of Place of Next Meeting.

Election of Officers.

**OFFICERS OF ASSOCIATION**

President—C. A. Simpson, Monticello, Fla.

Vice-President—W. P. Bullard, Albany, Ga.

Secretary—W. W. Bassett, Monticello, Fla.



## WANTED

Nurserymen to draw on us for the following

Peach, Apricot, Apple, Pear,  
Plum, Cherry, Pecans, Roses  
and Other Ornamentals

### HEIKES - HUNTSVILLE - TREES

All our own growing. In good assortment. Prices right.

HUNTSVILLE WHOLESALE NURSERIES  
HUNTSVILLE, ALA.

## Nurserymen Should Know

That one of the fastest growing industries  
in the country is

## NUT CULTURE

Demand for information as to Nursery-grown Nut Trees is  
insistent on all sides. Full information by specialists appears  
regularly in

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## Vincennes Nurseries

W. C. REED, Prop.

VINCENNES, IND.

### Cherry Trees

### Cherry Trees

The best that is possible to produce. Good Tops and fine Roots. Foliage held until frost, insuring plenty of vitality; the kind that grow.

Try our 11-16 up One Year. Ask for sample.

Also General Line of other Nursery Stock. Japan Plums 11-16 up, One Year, are very fine.

Hardy Budded Northern Pecans and English Walnuts.

## The Willadean Nurseries

OFFER A VERY COMPLETE LIST OF  
Ornamental Trees, Shrubs, Evergreens, Vines and Herbaceous Plants  
A LIMITED STOCK OF  
FOREST TREE SEEDLINGS

and would advise placing orders early for seedlings. Forest Tree Seeds in limited supply. Prices quoted on application. Trade list ready.

### THE DONALDSON CO.

Sparta, Kentucky

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An effective medium for  
Seasonable Want Lists and Offerings  
For Nurserymen: Growers and Dealers

Circulation Limited to the Nursery Trade

A Monthly Information Sheet Carrying Priced Advertisements  
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Any Nursery advertisement in AMERICAN NURSERYMAN may be reproduced verbatim in the BULLETIN of the same month, for one-third the rate.

#### SPECIAL RATE FOR SURPLUS AND WANT LISTS ONLY

SPECIAL DISCOUNT: Spring and Fall Issues—Feb. 15, 25; Mar. 5, 15, 25; Apr. 5—Sept. 15, 25; Oct. 5, 15, 25; Nov. 5.

One Issue	Three Issues Per Issue	Six Issues Per Issue
Page	\$20.00	\$16.00
Half Page	10.00	8.00
Quarter Page	5.00	4.00
Eighth Page	2.50	2.00

The slogan of the publishers of AMERICAN NURSERYMAN has long been SERVICE. The editor and manager of this publication originated Nursery Trade Journalism in America. In 1893 he originated the first Nursery Trade Journal in this country and conducted it for thirteen years. Then he established AMERICAN NURSERYMAN on much broader and more effective lines and is conducting it today. That is a record of twenty-four years.

Now the NURSERY TRADE BULLETIN is established, the third of the series of activities in the career of SERVICE for Nursery Trade publicity of the higher grade. It is based, as all these activities have been, on mutual co-operation and reciprocal values.

Rochester, N. Y.

AMERICAN FRUITS PUBLISHING COMPANY, INC.

## American Fruits Company's Library Opportunities

PRACTICAL BOOKS ON HORTICULTURE, NUT GROWING, NURSERY PRACTICE

Any of the following books will be sent on receipt of price by AMERICAN FRUITS PUB'G CO.,  
123-125 Ellwanger & Barry Bldg., ROCHESTER, N. Y.

<i>Awakening of Business</i>		<i>Systematic Pomology—Waugh</i>	1.15	<i>Ten Acres Enough—I. P. Roberts</i>	1.15
Edward N. Hurley, Chairman Fed. Trade Com'n.	\$ 2.15	<i>Propagating of Plants</i>	1.65	<i>Cyclopedia of Agriculture</i>	3.75
<i>Fruit Growing in Arid Regions</i>		By Andrew S. Fuller		By E. V. Wilcox-C. B. Smith	
By Paddock-Whipple	1.65	<i>Irrigation Farming</i>	2.15	<i>Soils, Handling and Improving</i>	2.35
<i>Citrus Fruits—J. E. Coit</i>	2.15	By Lucius M. Wilcox		By S. W. Fletcher	
<i>Plant Physiology—B. M. Duggar</i>	1.75	<i>Irrigation for the Orchard</i>	1.15	<i>The Rose—H. B. Ellwanger</i>	1.40
<i>Text Book of Entomology</i>		By Henry Stewart		<i>Modern Strawberry Growing</i>	1.35
A. S. Packard	4.75	By John J. Thomas	2.65	By Albert E. Wilkinson	
<i>Manures &amp; Fertilizers</i>		<i>Making Horticulture Pay</i>	1.65	<i>Nature's Garden—Neltje Blanchan</i>	3.45
H. J. Wheeler	1.75	By M. G. Kains		<i>Forester's Manual</i>	
<i>Fertilizers—Edward B. Voorhees</i>	1.65	<i>American Grape Culture</i>	2.15	By Ernest Thompson Seton	1.25
<i>Soils—E. W. Hilgard</i>	4.25	By T. V. Munson		<i>Insect Book—Dr. L. O. Howard</i>	3.45
<i>Soils—Lyon-Pippin-Buckman</i>	2.00	<i>Successful Fruit Culture</i>	1.15	<i>Productive Orcharding—F. C. Sears</i>	1.85
<i>Land Drainage—Joseph H. Jeffrey</i>	1.40	By Samuel T. Maynard		<i>Conquest of the Tropics</i>	
<i>The Soil—F. H. King</i>	1.65	<i>Plums and Plum Culture—Waugh</i>	1.65	By Frederick Upham Adams	2.15
<i>Principles of Fruit Growing</i>		By F. A. Waugh	1.15	<i>California Fruits and How to Grow Them—E. J. Wickson, A.M.</i>	3.15
By Dr. L. H. Bailey	1.90	<i>Dwarf Fruit Trees—Waugh</i>	.65	<i>Manual of Fruit Insects</i>	
<i>Bush Fruits—By F. W. Card</i>	1.65	<i>The Fruit Garden—P. Barry</i>	1.65	M. V. Slingerland, C. R. Crosby	2.15
<i>Fruit Growing in Arid Regions</i>		<i>Citrus Fruits and Culture</i>	2.65	<i>American Horticultural Manual</i>	
W. Paddock and O. B. Whipple	1.65	By H. Harold Hume		By Budd-Hansen, two vols.	3.15
<i>How To Know Wild Fruits</i>		<i>The Nut Culturist</i>	1.65	<i>Commercial Gardening</i>	
By M. G. Peterson	1.65	By Andrew S. Fuller		A Practical and Scientific Treatise for Nurserymen and Fruit Growers. Edited by John Weathers. 4 vols. Cloth. \$15.00	
<i>The Nursery Book</i>		<i>American Grape Growing and Wine Making—George Husmann</i>	1.65	<i>Standard Cyclopedia of Horticulture</i>	
By Dr. L. H. Bailey	1.65	<i>Grape Culturist—A. S. Fuller</i>	1.65	Edited by Dr. L. H. Bailey. In six volumes. 3,600 pages. 4,000 text engravings. 96 sepia half-tones. 500 collaborators. May be had on installment payments 36.00	
<i>Plant Breeding, New Edition</i>		<i>Pear Culture for Profit—Quinn</i>	1.15	<b>TROPICAL AND SEMI-TROPICAL:</b>	
By Dr. L. H. Bailey	2.15	<i>Quince Culture—W. W. Meech</i>	1.15	<i>Spices—Riley</i>	2.40
<i>The Pruning Book</i>		<i>Peach Culture—J. A. Fulton</i>	1.15	<i>The Coconut—Copeland</i>	3.40
By Dr. L. H. Bailey	1.65	<i>Small Fruit Culturist—A. S. Fuller</i>	1.15	<i>Cocoa—Van Hall</i>	4.15
<i>The Forcing Book</i>		<i>Field Notes on Apple Culture</i>	1.65	<i>Tropical Agriculture—Nicholls</i>	1.65
By Dr. L. H. Bailey	1.40	By Dr. L. H. Bailey	.90		
<i>Manual of Gardening</i>		<i>Grape Grower's Guide—Chorlton</i>			
Dr. L. H. Bailey	2.15	<i>Practical Fruit Grower—Maynard</i>	.65		
<i>Principles of Agriculture—Bailey</i>	1.40	<i>Strawberry Culturist—S. Fuller</i>	.40		
<i>Country Life Movement—Bailey</i>	1.40	<i>Greenhouse Construction—Taft</i>	1.65		
<i>The Outlook To Nature—Bailey</i>	1.40	<i>Greenhouse Management—Taft</i>	1.65		
<i>The American Peach Orchard</i>		<i>Practical Floriculture—Henderson</i>	1.65		
By F. A. Waugh	1.15	<i>Bulbs and Tuberous-Rooted Plants</i>			
<i>The American Apple Orchard</i>		By C. L. Allen			
By F. A. Waugh	1.15	<i>Parsons on the Rose—Parsons</i>	1.65		
<i>The Call of the Land</i>		<i>Landscape Gardening—Waugh</i>	.90		
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